

THE Excelsior Incubator,



TRADE MARK REGISTERED

GEO. H. STAHL,

PATENTEE & SOLE MANUFACTURER
QUINCY, ILL., U.S.A.



ILLUSTRATED
Descriptive Catalogue
OF THE



**Excelsior
Incubators and
Brooders.**



Patented and Solely Manufactured by
GEO. H. STAHL,
QUINCY, ILLINOIS, U. S. A.



Respectfully yours,

Geo. W. Hale



ALL RIGHTS RESERVED

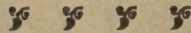


I CALL particular attention to the fact that this catalogue is copyrighted, and that I shall fully protect my rights. Legal decisions rendered in relation to copyright, show that the copyrighting of a catalogue is intended not only to give protection to classifications, tables, directions and general information, but also to prevent illustrations contained therein from being deliberately copied by photographic or other processes.





TO THE PUBLIC

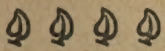


IT is with great pleasure I present to you this, my Eighteenth Annual Catatogue, giving a full description of my **Excelsior Incubators and Brooders**. I have spared neither pains nor expense to add any improvement to make them, as I claim, the best, cheapest and most reliable machines on the market. They are so simple in their construction and so perfect in their workings that any person, by carefully reading the instructions, can manage them easily in a very short time. I feel confident my efforts, not only to please, but in addition to place before the public a machine valuable to every one, will meet the success they really deserve. Your particular attention is called to the many testimonials from those who have used the **Excelsior** with great success; which is very gratifying to me, showing that this machine is superior to any incubator ever invented, and has the best record.

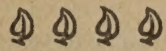
Soliciting your favors, I am,

Yours truly,

Patentee and Sole Manufacturer.



MY RECORD



O the careful and conservative investor, one of the most significant and important questions to be considered when asked to give consideration to a machine of any particular manufacture is: "What is the record of the machine, and what is the record of the builder?" That question touches me where I feel proud, very proud; and I think justifiably. The Cheap John, the Novice, and the Experimenter (at other people's expense) all seek to divert attention from the actual record and accomplishments of their machines by means of large promises, artful theories, and a general perversion of truth and facts. My successful experience dates back more than seventeen years and I refer to the Excelsior Incubators of my manufacture which have been running successfully for sixteen years, and which are to-day doing more than guaranteed, and give every indication and promise of continuing to operate in an equally satisfactory manner for at least as many more years to come.

In the time which has elapsed since my first incubators were placed in successful operation, I have sold many thousands, and during that time I have endeavored to steadily improve my machine in economy, effectiveness and durability, or, in other words, to keep at the head of the procession on the onward march of progress.

The pre-eminence of the Excelsior is not by virtue of lavish advertising and skillfully worked up enthusiasm, but by the superior qualifications of well selected material and skilled workmanship in its make-up. I rely largely upon my old customers for my business increase, and so well has my confidence been justified that in almost every year the sales of the Excelsior have increased 100 per cent. over the sales of the preceding year.

The following pages, I trust, will give a full and clear description of my machines. I have nothing to say about other machines; I only ask that all parties interested in artificial incubation make a careful investigation of my claims in comparison with others, and draw their own conclusions.

Raising Chicks

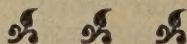
Without Hens.



IT seems hardly necessary to occupy the reader's time with an argument in favor of artificial incubation.

For many years incubators and brooders have been successfully used with profit on both large and small scales. I believe the time is at hand when every farmer and every family having hens should have and can profitably operate an artificial hatching outfit, and the professional poultry raiser is simply "away behind the times" if not the possessor of one or more first class incubators and brooders.

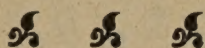
That poultry raising, either on a large or small scale, rightly conducted, is a very profitable business no one can or will deny, and its best feature is that there is no prospect of its being overdone, in the present age at least, and I believe never will be, as there always is and has been, a ready market for good fowls and fresh eggs.



An Advantage.

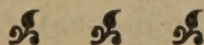
The advantage of an incubator is that it enables the breeder to get young chicks at any time of year he desires, and when the chicks will bring the highest price in the market. Early in the season the hens are always indifferent about setting, and give a great deal of trouble to the breeder; but when incubators are used they can be set at any time, and are much easier to manage, and naturally give better results with less trouble. The profits realized are very satisfactory indeed when the Excelsior Incubator is used.

There is an enormous demand for incubators in this country and Europe, and hundreds of people are turning their attention to the poultry business as a means of getting a good living; but a person on entering the business should carefully select the proper kind of appliances to use or he will never succeed. The business is a very profitable one, and being easy to manage and light work, is adapted for women and children as well as men, and oftentimes they succeed even better.



"The Early Bird Catches the Worm."

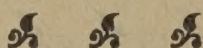
It is desirable to get the chicks out as early as possible, as the first spring chicks command enormous prices; but this does not last long, as the price will get to about twenty-five cents a pound and stays there the rest of the summer. But just think of the profit realized when the market price is only twenty-five cents a pound and the cost of raising the chicks is only four cents a pound. Suppose five hundred chicks are raised. At this rate the cost would only be five hundred times four cents, or \$20; while the price they sell for is five hundred times twenty-five cents, or \$125; which leaves a clear profit of \$105, for the trouble of raising them; and of course, when larger numbers are raised the profit is still greater. The prices are higher during March and April, when chicks that weigh less than a pound retail for seventy-five or eighty cents, but along in July the prices go down to twenty-five cents and stay there; but even such prices as these make the business very profitable and well adapted for all classes of people, both men and women.



Advantages of Artificial Hatching.

The advantages of artificial incubation are many. First, there is no waiting for a broody hen; an incubator is always ready to set; it never deserts its nest, and it does not eat the eggs or clumsily break them. Hens are cer-

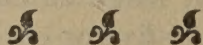
tainly "kittle-cattle" to deal with, for while one eats her eggs, another clumsily breaks them, and a third leaves them to become cold. Not so with an incubator. Then, too, the fitful and fretful manner in which a hen sets is often the cause of great anxiety to her owner, especially when she has been entrusted with eggs costing several dollars a setting. This anxiety is never felt when working an incubator, for you look at the thermometer and see that the temperature is being maintained at the proper degree and you feel satisfied that all must be going on well.



When a Good Machine is Used.

That artificial incubation has at any time proven unsuccessful may be attributed either to the machine used, or the person operating it, or both. That a poorly constructed machine will, even in the hands of an experienced operator, prove more or less a failure, goes without saying. It therefore behooves the purchaser to be exceedingly careful in making a selection, and above all things, buy of a thoroughly reliable and responsible firm.

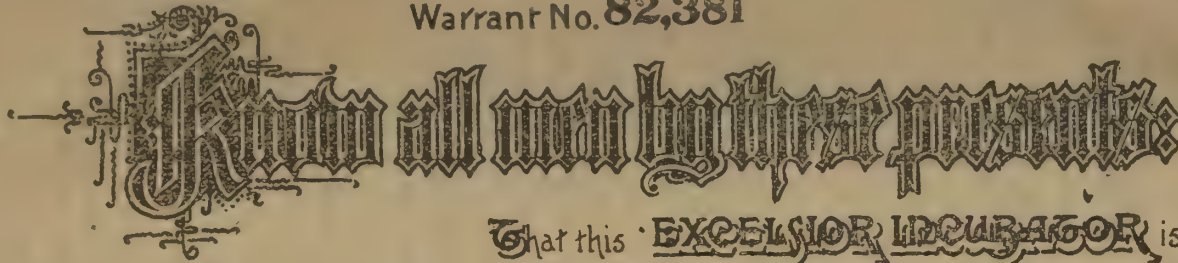
I have no intention or desire to condemn any person or machine, but, to say the least, there are machines placed on the market from year to year that are only experiments, the manufacturers doing their experimenting at the expense of the public. Look out for them.



I Warrant

My machines to be exactly as represented in this catalogue, and with intelligent care and attention to do all that can be required or expected of an incubator. I know what my machines have done and will do. Reports of ninety and ninety-five per cent. are common, and during the past few years I have scores of reports of a full hundred per cent. being hatched. In my own machines (running for experimental purposes as well as for the hatch), I have had

Warrant No. 82,381



That this **EXCELSIOR INCUBATOR** is sold with the absolute guarantee of being the finest and best constructed of its Kind made for the price asked. It is guaranteed to operate perfectly and give satisfaction in all cases, under necessary conditions, when the directions for use are followed.

In case of any imperfections, in material or workmanship, the manufacturer agrees to make the same good

Every feature of economy, durability or convenience that an experience of fourteen years has shown to be desirable will be found in the **EXCELSIOR**.

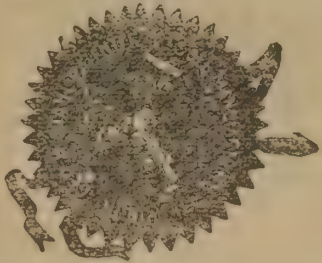
This **EXCELSIOR INCUBATOR** is sold and guaranteed to be exactly as represented in the catalogue and if upon receipt of same it is not found to be as represented, it can be returned immediately and the money paid for same will be refunded.

Indemnity to the foregoing I hereunto annex my signatur this 15th day of August 1903 entry of this sale having been made upon page 75 of my Record-Book under above warrant number.

Signed *Geo. H. Stahl*

PATENTEE AND SOLE MANUFACTURER OF THE MODEL EXCELSIOR INCUBATORS AND BROODERS.

In Further Witness Whereof, I have hereunto put my trade mark and seal of the **EXCELSIOR** at the City of Quincy, County of Adams, State of Illinois.



many dozen hatches in past season—some of ducks and others of chickens—in which every egg was hatched.



I Claim

That my machines are the simplest, therefore the easiest to understand and manage; that they are positively self-regulating under all reasonable changes of outside temperature; that they will hatch out a larger percentage of strong, healthy chicks, free from deformity, and therefore, more likely to live and thrive, than any other machine in the world.



The Excelsior

Is the best known incubator in the world. It was first brought to the public notice in 1884. Up to that time repeated attempts had been made by French and English inventors for the past one hundred years to produce a successful machine, one that could be relied upon under all circumstances, but every attempt had been a complete failure until the Excelsior made its appearance. The principle on which this incubator was built and the necessary requisites are:

1. To obtain a perfect heating apparatus and a perfectly uniform distribution of the heat in all parts of the egg chamber.
2. A uniform system of ventilation by which the atmosphere of the egg chamber could be kept as pure as the outside air.
3. A proper system of applying moisture to conform to the natural principle.
4. And the real vital and important point, a perfectly automatic control of the temperature, one that could be left to itself under all changes of temperature.

All these points were perfectly accomplished by the Excelsior, and as a result artificial incubation at once became a recognized success. The fame of the Excelsior

spread rapidly—its reputation became world-wide. They were shipped to every civilized country in the world. Over 200,000 of them have been sold and all are successful as far as known.

The price was not high, but the quality of the work was the best, and the results perfect. Competition soon arose, but it was



A Very Singular Fact

That all so-called inventors of the later incubators had either owned an Excelsior Incubator, or run one for some one else, and blossomed out as great pioneers and inventors, but their attempts were mainly in the line of producing a cheap machine, and imitating as closely as possible the Excelsior, without being able to incorporate its most vital principles, namely: A perfect distribution of the heat and a perfect control of it.



It is Universally Conceded

That a man who has thoroughly learned his trade by years of apprenticeship and practical work, is certain to be a better mechanic than one who takes up a trade because he sees others successful at it, and borrowing and stealing other people's ideas, sets up for himself, knowing but little of the business, and caring less, so long as he rakes in the dollars. And I believe the intelligent public will appreciate the fact that the inventor and patentee of the Excelsior has served an apprenticeship of over eighteen years in studying the art of artificial incubation and experimenting upon incubators; that he constructed the first really successful self-regulating machine ever put upon the market (which has been modeled after and copied by many "inventors" [?] of subsequent machines); and that he brings to his work the ripe judgment and experience of all these years of study and experiment, and therefore he will be far more likely to design and construct a practical and perfect incubator than

one who merely copies the mechanical work of others, and either guesses at or filches the method of operation.



Although Copied After and Imitated

By many envious rivals, the Excelsior has retained its supremacy over all. I point with pride to the thousands of testimonials from parties in every part of the world (the original letters from whom are open for inspection at my office), to the unqualified endorsement by those who, having tried other machines and discarded them, are now using mine, to the fact—which is patent to everyone—that an unsuccessful machine is never copied after, never run down by other manufacturers, and never considered worth the criticism and condemnation which it has been the lot of the Excelsior to encounter from its would-be rivals.

As a sequel to the above, I assert that the Excelsior embodies the best points in principle and mechanical work, as also in theory and practical results, that it is possible to concentrate in one machine, and I am therefore justified in claiming that it stands pre-eminently first in all respects.

First as to simplicity.

First as to self-regulating qualities.

First as to mechanical construction.

First as to elegance of finish and design.

First as to percentage of hatch.

First as to vigor and strength of the chicks hatched, and

First as to cheapness, taking into consideration, durability and quality of material.



I Sell the Excelsior on its Merits.

Not upon the demerits or defects of its would-be rivals. In other words, I do not consider it necessary to run down other machines and willfully make false statements about other manufacturers in order to effect sales of my own machines.

The Workmanship and Materials.

My machines have for many years held the highest rank for elegance of finish, superior workmanship, and quality of materials; and I propose, in the future, not only to uphold their reputation, but to place them still higher in the scale. I employ no boys or inferior workmen. My employes are all skilled mechanics—the best in their respective trades. My materials, both in wood and metal, are the best that can be purchased, and I spare neither time nor expense to turn out the best machine in both workmanship and material that can be produced.



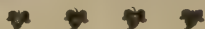
In Deciding Which Incubator

To buy the first thought is: Which machine will do the work most satisfactorily, is the simplest, best constructed and easiest operated, and what will it cost? You, of course, want a first-class, reliable machine, and one that can be bought at a reasonable figure.

Now, in making this decision, I ask you to carefully read the description and note the construction of the Excelsior, the mode of heating the egg chamber, the simplicity of the regulator, requiring no adjusting after having once been properly set, and which insures the perfect regulation of the heat at all times; the simple and efficient mode of supplying the necessary moisture, the construction of the egg trays, and the ease with which the eggs are turned, the handsome way in which each and every machine is finished. and last, but not least, the low price at which I have placed the Excelsior.

By carefully noting the above points and comparing them with those of any other machine, you will, I am sure, agree with me, that the Excelsior is the machine for you to buy.

EXCELSIOR INCUBATORS



ARE constructed of the very best materials throughout. The work is done by the most skilled workmen of each individual branch of mechanics, excellence and durability being nowhere sacrificed to cheapness. The walls are double, even to the door. The casing is made of thoroughly kiln-dried linden of first quality and paneled. The inner casing is made of poplar or pine, doubled all around with a space between them, thoroughly packed with mineral wool. This combination offers the greatest possible resistance to heat and cold, and its non-conducting power is so great that you can place the machine in a room where the temperature is sixty degrees, regulate it there, and the temperature may fall to zero or rise to ninety-five degrees, while the variation inside the machine will not be perceptible.

It also has double doors, an inner one of glass, through which the eggs and thermometer may be seen. The outer one is of paneled wood, elegantly carved, which is kept closed, except when it is desired to turn the eggs.

All the Excelsiors are also furnished with



Paneled Tops.

These tops are doubled and have air space between them, which prevents warping or cracking.

The machines are finished as handsomely as any piece of parlor furniture.



Linden Will Not Warp or Crack,

Therefore this wood is admirably adapted to the requirements of an incubator case, and is certainly the handsomest that could be selected for the purpose. I propose that the Excelsior Incubator shall be not only the best practical hatcher, but also a handsome article of furniture;

and I ask no more for such a case than other manufacturers ask for inferior wood. The lumber is not the only evidence of the greatest utility and beauty visible. The case is nicely paneled, bringing out all the beauties of the grain of the wood by relief and contrast, and the panels in the door are handsomely and elegantly carved, thus joining art and nature in making it beautiful. The screws and all the trimmings and external fixtures are ornamental as well as serviceable. The latches for fastening the door turn on neat plates that add to the appearance of the incubator while protecting the wood from abrasion. A closer investigation of the workmanship and material will reveal many other evidences of my determination to build the best incubator in the world. The material throughout is of the very best quality. All the lumber used is thoroughly seasoned. Instead of my incubators and brooders being built, as apparently some are, with as little labor as possible, in the Excelsior the parts are dove-tailed, ploughed and grooved, or mortised and tenoned together, making it more solid, reliable and durable. Instead of the legs being inserted in holes in the bottom of the incubator, a plan that I have found to be faulty, as it often makes the incubator unstable, they extend to the top of the incubator, being cut to fit neatly around the corners of the case; and as each is handsomely turned and fastened with screws, they are not only the most secure, but also the neatest and handsomest found on any incubator.



Mineral Wool.

The material with which the Excelsior is packed, and which, during later years, has established a position at the very front rank of non-conductors of heat, is the fibrous material made from a mixture of slag and other rocks, and known as mineral wool. It is essentially vitreous substance converted to a fibrous condition. In appearance it consists of a mass of very fine fibers interlacing each other in every direction, thus forming an innumerable number of

minute air cells. The resemblance of these fibers to those of wool and cotton has given to the material the name of **mineral wool** in this country, and of **silicate cotton** elsewhere, but it is only in appearance and softness that any similarity exists between the mineral and organic fibers.

And again, mineral wool partakes of the nature of glass without its brittleness, the fibers being soft, pliant and inelastic. They are of irregular thickness and cross each other in all possible directions. It is made by converting scoria and certain rocks while in a melted condition to a fibrous state.



Insulation of Heat.

One of the most important qualities of mineral wool is its unequaled power to resist the transmission of heat or cold. No other material, either natural or manufactured, which can be used practically in the arts, approaches this as a non-conductor of heat. This can be readily accounted for by the fact that mineral wool holds in confinement a greater portion of air than any other material. "Air is so subtle and rapid in movement when unconfined, and so slow to carry heat, except by its own motion, that it is at once the best distributor of heat, and also the greatest barrier to its transmission, according as it has or has not freedom to circulate." So long as air may circulate at all it is conveying heat from one place to another. An air chamber, whatever its size, if sufficient to permit any movement of air, fails as an insulator of heat, although the air may be confined to the chamber, for any difference in the degree of heat affecting the distant sides or parts of the air space will impart motion to the air, which, continually changing place, will convey the heat and distribute it. But when air is confined and held in position by a medium the heat must be conducted—not conveyed.

In mineral wool the air is effectually "fettered so that it can not stir." Its fibers, interlacing each other in every direction, form an innumerable number of minute air cells. The air-confining material is loose and porous and of small percentage as compared with the volume of air it encloses. Mineral wool has, in every case where tested, either in practical use or in experimental tests, in comparison with other insulations, proved itself to be the most complete non-conductor of heat known.



The Finish.

The entire inside of all the machines is given a coat of hardwood filler, made especially for this work; this prevents the moisture from penetrating the wood, consequently there is no swelling, shrinking or warping, and the moisture stays where it belongs. The outside of the case of the machines being natural wood, finished in oil and varnished with three coats of the best No. 1 coach varnish, which brings out the grain handsomely, renders it easily kept clean, not liable to stains or discoloration, and makes it a beautiful article of furniture. This makes a very handsome machine, and, I claim, the best finish of any incubator in the market.



Mode of Hatching.

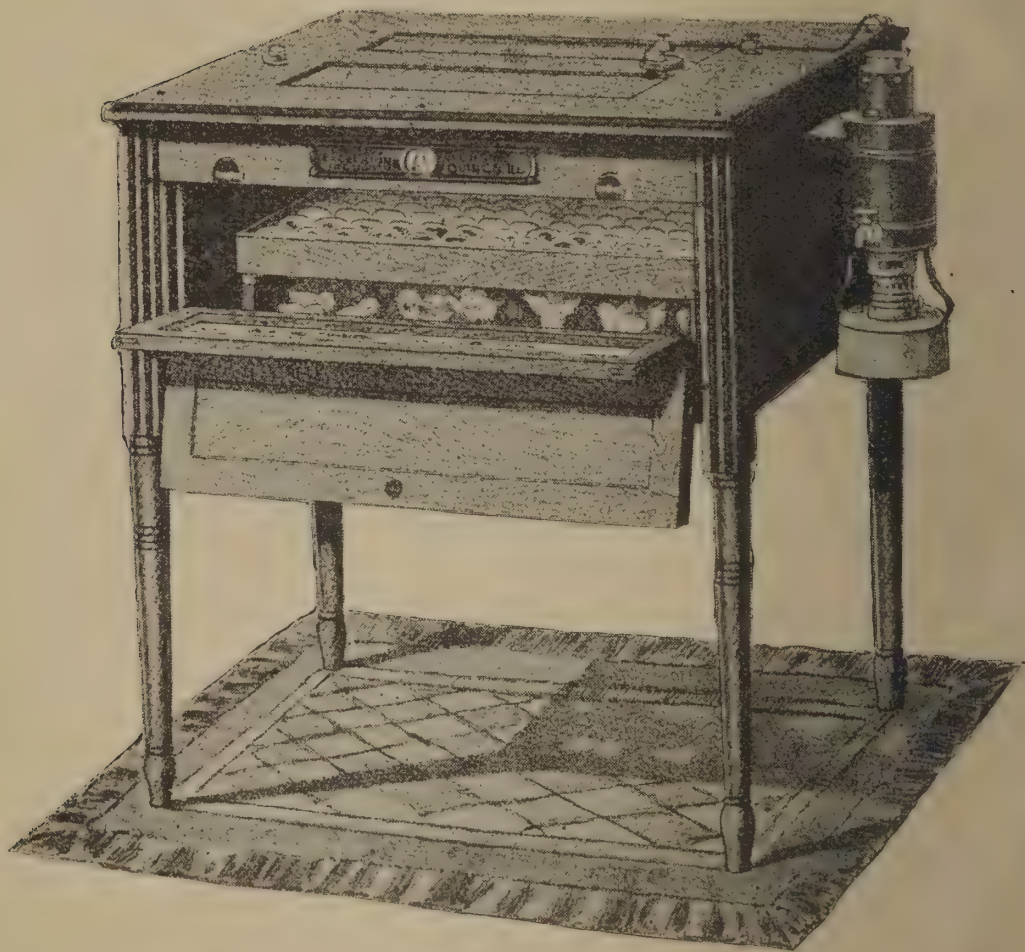
A hen supplies the necessary heat to bring forth her young by sitting on them; thus the eggs are heated from above. So it is with the Excelsior Incubator—the heat is supplied from the top by the use of a tank which is filled with water, the water being heated by the lamp, which is fastened to the end of the incubator, as shown in cut—the lamp chimney connecting with the flue, which extends into the tank heater.

STANDARD EXCELSIOR INCUBATOR

No. 1.

100 EGG CAPACITY.

Weight Boxed, Ready for Shipping, 135 lbs.



Natural Wood Finish.
 Aluminum Coated Tank.
 Aluminum Coated Heater and Lamp.
 Wood Paneled Top.
 Raised Panel Back and Ends.
 Japanned Hardware and Trimmings.

PRICE, \$20.00.

Patent Regulator.
 Egg Turning Tray.
 Nursery Attachment in Bottom.

NOTE—Each machine is furnished complete, ready for immediate use, including Thermometer, Lamp, Burner, Chimney, Wick, etc.

The Heating

Of the egg chamber to an even temperature in all parts is a most important feature. It is interesting to investigate the various methods of heating used by different incubator manufacturers. One will offer the hot air machine—that is, the heat is supplied directly by the lamp. The other dilates on the advantages of a large, very large body of water. The hot air machine is defective in that a variation in the surrounding temperature too easily affects the temperature of the egg chamber. Hot water is the proper method of heating, but a very large body of water is about as defective as none at all, if not more so. The reason of this is readily apparent upon proper consideration. The temperature of a large body of water is hard to control. It requires a great heat to raise it and to maintain it at the proper temperature, and if the temperature raises above the point necessary to heat the egg chamber, and the lamp is turned down, too long a time elapses before the change is apparent, and the high heat will either kill or weaken the developing chick. The same is true if the temperature of the water falls below the proper point, if the lamp is turned up, too long a time elapses before the change is apparent. Another serious objection to a large body of water is the large amount of oil necessary to maintain the temperature, thus adding greatly to the expense of operating.



The Heat

In the Excelsior is generated by an ordinary kerosene lamp (or by gas, where the latter is obtainable); the water is heated in a small boiler, and from it passes into a tank over the eggs, and is returned again to the boiler by a conduit, thus keeping a constant circulation; the interior of this tank is so arranged and divided into compartments as to insure an even temperature in all parts of the egg chamber.

The Heater

Is provided with an outside jacket, on top of which is the escape valve for the regulator. When this valve is closed the heat from the lamp passes up through the flue, along the side of the boiler, and between the flue and boiler before it escapes, thus **doubling the heat surface**. When the valve opens, the heat passes directly up and out, creating a draft of cool air between the flue and boiler and reducing the temperature of the water **before it enters the tank**. The lamp can be filled without detaching it from the machine. In economy of fuel the Excelsior is without a rival.



The Tank.

Experience has fully demonstrated the fact that incubator tanks made of galvanized iron are not durable enough to justify their use in anything but a very cheap machine. I have discarded its use altogether in my tanks, which are now built of the best grade of **aluminum coated metal which will not wear out in a lifetime**.

As the tank and heater are one of the principal parts of an incubator, any one can see at once how important it is to have a durable one. The Excelsior is at present the **only incubator in the world that has an aluminum coated metal tank and heater**, and I warrant it to outlast galvanized iron or steel.



Aluminum Metal.

Aluminum metal is sheet steel rendered non-corrosive by a coating of pure aluminum, imparting to the sheet a silvery appearance. It does not scale or crack in bending. It resists acids and atmospheric exposure, and will positively not corrode and become affected by water containing alkali.

In Most Other

Hot water incubators the tanks are made of galvanized iron, while the boilers are made of copper. This is a fatal mistake, and a poorer arrangement could not be had, as the two metals, being positive and negative, form with the water and alkali a galvanic battery, the consequence of which is the tank is very quickly destroyed by being **perforated with little holes**, "rusted out," apparently, long before it should. In the Excelsior tank there are no pipes to clog up or get out of order, and the tank is easily removed by simply unscrewing the top of the incubator. The tank is so constructed that the water is kept in constant circulation through the heater, which keeps it hot and imparts its heat to all parts of the egg chamber alike. This makes the most perfect and successful heating device ever used in an incubator. The tank is placed at the top of the egg chamber, and distributes the heat evenly all over the eggs. The volume of water in the tank is of a sufficient quantity to properly heat the egg chamber with the least possible consumption of oil, reducing the cost of operating to a minimum—a point to be considered.



The Regulator.

The regulator is to an incubator what the governor is to a steam engine; and the reader knows it would be folly to attempt to successfully run a steam engine without a governor. It would be greater folly to attempt to hatch eggs in an incubator that was devoid of a reliable regulator, for upon the regulator depends the uniform and proper temperature necessary to hatch eggs. On the Excelsior the regulator is so arranged that the valve acts upon and over the boiler flue, controlling the temperature of the water before it enters the tank.

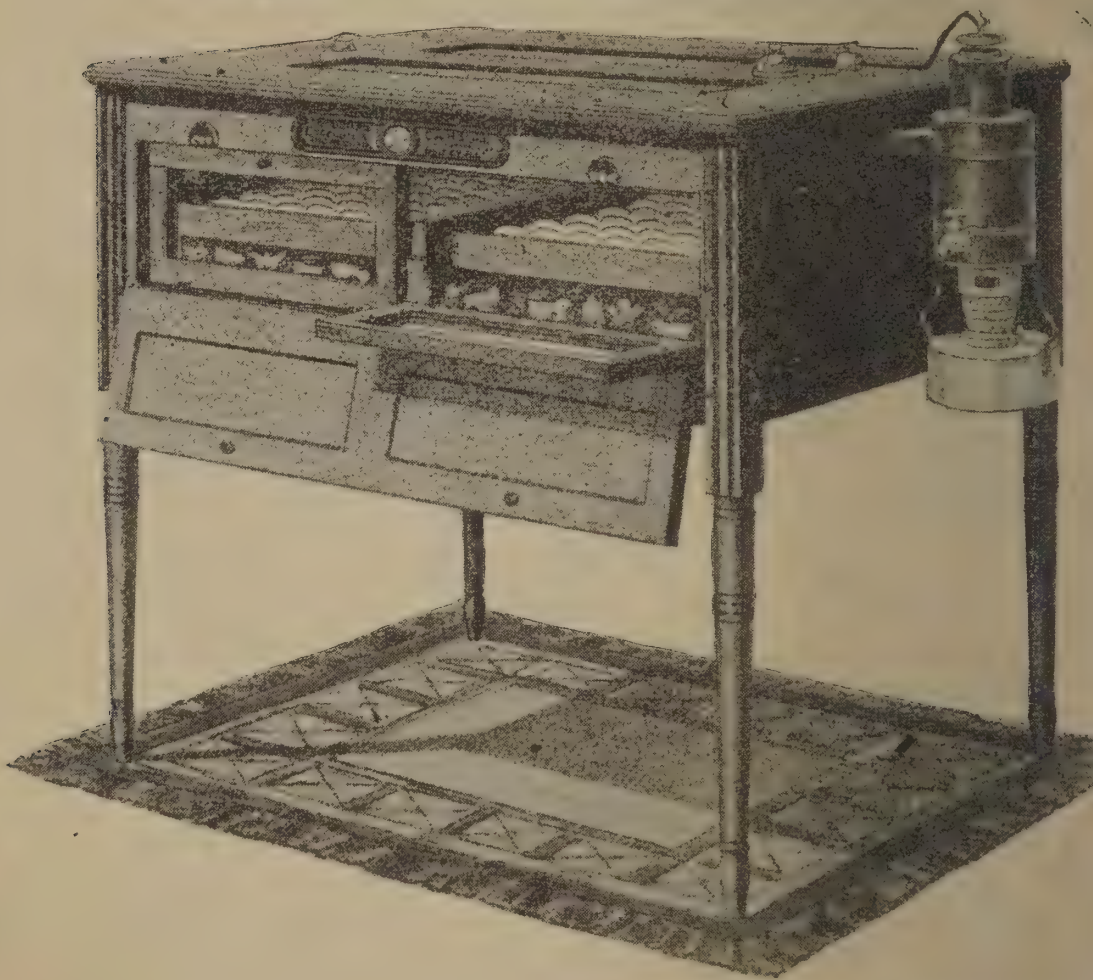


The Regulator

Is composed of a thermostat, so placed and connected as to give many times the action and power of the ordinary ther-

STANDARD EXCELSIOR INCUBATOR No 2. 200 EGG CAPACITY.

Weight Boxed, Ready for Shipping, 195 lbs.



Wood Paneled Top.
Raised Panel Back and Ends.
Aluminum Coated Tank.
Aluminum Coated Heater and Lamp.
Japanned Hardware and Trimmings.

PRICE, \$30.00.

Patent Regulator.
Egg Turning Trays.
Nursery Attachment in Bottom.

NOTE—Each machine is furnished complete, ready for immediate use, including Thermometer, Lamp, Burner, Chimney, Wick, etc.

mostatic bar. It is near the surface of the eggs, so as to regulate the heat at that level. The regulator is sensitive to the least change of heat, and very powerful. It regulates to give the required heat. The action is regular and graduated to the needs of the machine. There is no clock-work, electric batteries, glass tubes of alcohol and mercury or other contrivances to be broken or to get out of order.

Any expansion or contraction of the thermostat by a change of temperature in the machine causes the regulator to open or close the valve by which the heat from the lamp is made to heat the air and water circulation of the machine, or is to cut off the heat supply so as to allow the machine to cool slowly.

The lamp wicks are not lowered or touched from one morning to another.

Under ordinary circumstances the machine can, if necessary, be left untouched twenty-four hours with perfect safety. The valve will open **without fail** at the set temperature, and when the machine has been cooled from one to two degrees will as certainly close. This can be depended upon with absolute certainty.



The Thermostat

Used in the Excelsior is perfect and positive in its action. It works by expansion and contraction due to the changes of temperature in the egg chamber, and is perfectly reliable at all times. Most thermostats expand well enough and shut off the heat, but they do not contract readily, and thus run the heat down more or less at all times and requiring a constant readjusting of the regulator.



Many Incubators

Open a ventilator and lower the temperature by allowing the heated air to escape from the egg chamber and taking in cold air in its place. Unfortunately, however, this ar-

rangement also allows all the moisture to escape with the heated air, and the cold draft which comes in on the hot eggs invariably shocks and kills the chicks in the shells. But allowing that such a machine cools off when it gets too hot, what will it do when it gets too cold? Closing the ventilator will not increase the heat supply. What will become of such a machine in cold weather?—just the time you want it most. It cannot automatically turn on more heat when necessary, so some one must watch it day and night and turn up the lamp when more heat is required, or it will get too cold. There is but one way to secure a healthy and safe regulation of temperature, and that is by operating on the heat supply, **not on the ventilation**; ventilation should be governed according to the density of the atmosphere.

The superiority of the Excelsior regulators over all others is proven by the fact that I almost daily receive orders for regulators to be placed on other incubators without regulators, or to replace electric or other regulators which have proven unreliable. . .



The Ventilation.

Good ventilation, properly done, is of vast importance to help the development of the chicks, and should always be well looked after. The ventilation in the Excelsior is perfect. It is effected by taking in a current of pure air at the bottom of the incubator where it enters indirectly into the egg chamber. The air then passes up among the eggs and escapes through a ventilator in the back of the machine. This ventilator opening is supplied with a slide, so that the outlet of air can be increased or diminished. The means of ventilation produces a complete circulation around and through the eggs, and by no other method known can a better and more even distribution of heat be obtained and keep the air pure and sweet at all times.

The Moisture Supply.

There is nothing in the action of a setting hen that indicates that she is charged by nature to keep the eggs moist. It is probable that a certain amount of perspiration leaves her body, and to a small degree, moistens the eggs under her, or by the hen closely covering the eggs prevents them from evaporating, but the closest watchfulness has failed to catch the hen wetting her feathers when off the nest, so as to moisten the eggs when she returns.

The reason artificial moistening is required in an incubator is the absence of the perspiration from the hen's body, as mentioned, or the constant dry heat of the egg chamber. The amount of moisture necessary to supply is, therefore, comparatively small, and **sprinkling the eggs is absolutely unnecessary in the Excelsior.**



The Moisture is Supplied.

An incubator may not vary two degrees in temperature in twenty-four hours, the egg chamber may be ever so well ventilated, and yet a large percentage of the fertile eggs not hatch, simply because the egg chamber was not supplied with proper moisture.— **either too much or too little.**

If eggs be placed under artificial incubation and no provision be made for the moisture of the atmosphere surrounding them, the lining inside the shell at last becomes tough and not easily torn apart when the chick is ready to pick its way through.

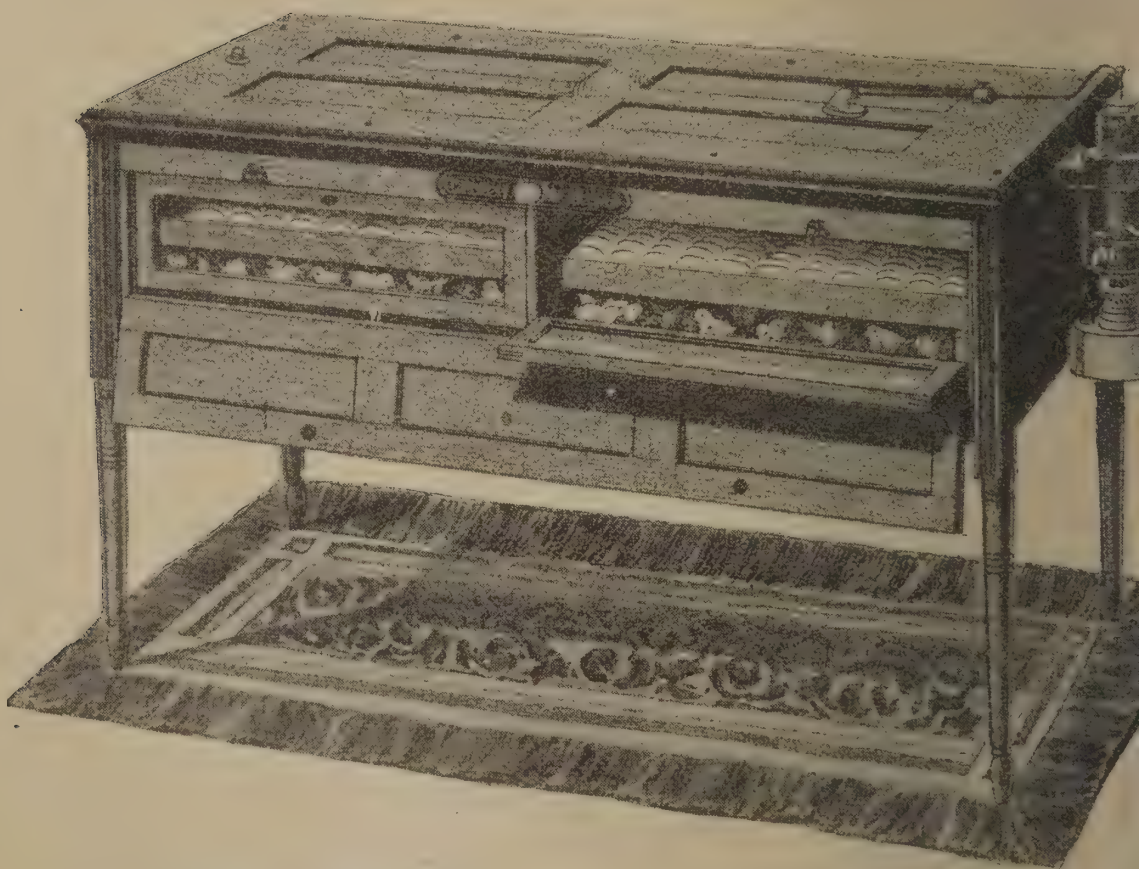
A moisture diffuser is placed in the egg chamber and is so arranged that all the air that enters the egg chamber becomes charged with sufficient humidity to render it **positively unnecessary to sprinkle** or dip the eggs in water at any time during incubation. The supply of moisture is regulated as follows: With a wide opening of the slide the air passes through the machine rapidly and carries out the moisture, while with a small opening the air circulates slowly, absorbing a large quantity of water and becomes thoroughly saturated,

Standard Excelsior Incubator

No. 3.

300 EGG CAPACITY.

Weight Boxed, Ready for Shipping, 265 lbs.



PRICE, \$36.00.

Natural Wood Finish.
Wood Paneled Top.
Raised Panel Back and Ends.
Aluminum Coated Tank.
Aluminum Coated Heater and Lamp.

Japanned Hardware and Trimmings.
Patent Regulator.
Egg Turning Trays.
Nursery attachment in Bottom.

NOTE—Each machine is furnished complete, ready for immediate use, including Thermometer, Lamp, Burner, Chimney, Wick, etc.

The Great Advantage

Of the above system of moisture supply is easily seen when compared with that of other incubators, where in all cases there is at best but a crude and insufficient supply at the proper time. The plan usually followed is to place water pans in the bottom of the machine, where the temperature is quite low, and consequently evaporation is at the lowest point. The Excelsior is the only incubator in which there is at all times a sufficient supply of moisture under the control of the machine's own action.



Turning the Eggs.

Why should they be turned? Examine closely the life of any fowl, and we find that nature has endowed it with certain functions to perform. Take the hen as a direct illustration, and we find that she lays her eggs in a secluded spot, and then sits on them, thus applying the heat to the upper side of the eggs. By experimenting we find that she imparts a temperature to the eggs varying from 101 degrees at the outside to 105 degrees at the center of the nest, the average temperature being 103 degrees. We find also that the position of the egg is changed from day to day. This is for a two-fold purpose: First, to move the outside eggs to the center, so that all the eggs may receive the same average temperature; and, second, that the shifting will turn the eggs so that the developing chick will remain near the center of the shell, for if the egg lies still in one position, the embryo will stick to the shell and either die or be a deformed chick.

If the eggs are marked, it will be readily seen that the hen has no particular method of turning them; they are simply rolled hither and thither, and not half over at a time, as contended by some writers.



How the Eggs Should Be Turned.

As above stated the hen turns the eggs at intervals. If marked and watched from day to day, it will be seen that

there is no regularity in the way they are turned, showing conclusively that nature intends that the eggs shall lay in one position but a few hours after development begins. It therefore is reasonable that turning the eggs half over, or back to the same position, is wrong and not in accordance with nature. They should be so turned that they are never twice in the same position. This is the way they are turned in the Excelsior incubator. My trays and mode of turning the eggs is simply nature itself.



The Excelsior Egg Tray

Is automatic in operation—that is, the eggs are turned without removing them from the tray. A slight movement of the hand turns all the eggs in an easy, natural manner. There is not the slightest danger of jarring or cracking them. The trays are substantially built, corners dove-tailed; the bottom is of wire cloth, forming a smooth surface for the eggs to lie on. The egg trays are in one tier, thus insuring the same degree of heat to all the eggs. Beware of double tray incubators, or incubators with one tray above another.



Double Trays.

The plan of placing one tray above another has been satisfactorily proven to be a complete failure. The eggs in the trays nearest the tank in such machines are necessarily the warmest. When the upper tier registers 103 degrees, the lower will not register over 100 degrees. To have the lower tier at the proper heat you must have the upper tier too warm.

Again, nature requires that the under side of the egg must be cool (comparatively speaking) in order to produce strong, healthy chicks. In the double tray system the heat radiates from the lower tier, heating the upper tier from both top and bottom, thus killing the chicks.

And again, all machines made with double trays are a fraud upon the purchaser, for under the most favorable circumstances, one tray must remain idle; or, in other words, the machine must be run at one-half capacity, *i. e.*, only single trays used, or to make a failure of the whole hatch. Why should you pay for a 400-egg machine when its actual hatching capacity is but 200-egg? If you want a double-decked or overrated incubator, buy a single tray machine of 200-egg capacity and put in the extra trays yourself, thus saving about one-half in the price; but you will soon find that this "double-decked" business is a failure, and for that reason I manufacture only single tray machines.



Nursery.

This is the greatest invention ever connected with the incubator. The nursery is just below the egg tray, and the machine being so built and arranged in the egg-chamber that little chicks will drop below after they hatch. It is producing the very best results ever obtained from an incubator.

As soon as the chicks are hatched they crowd to the front of the incubator, where the light enters the glass door. The end of the egg tray is open, and the chicks pass through to the nursery beneath, thus obviating the necessity of constant attention to the chicks while they are hatching. The nursery also is of advantage in that the chicks are away from the other eggs, which would be injured by the eggs being rolled about by the chicks already hatched.

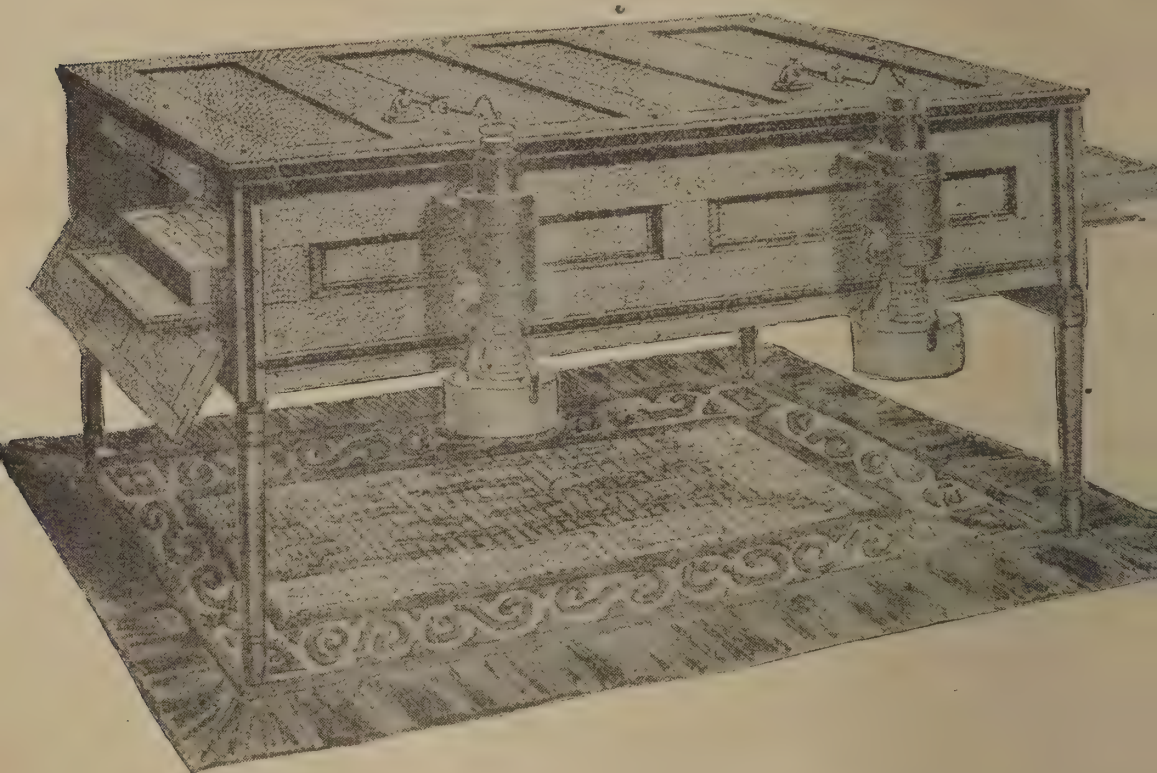
This nursery has a neat, plain bottom, and is easily cleaned by simply using a brush after the hatch is over. All Excelsior Incubators are furnished with this nursery.

STANDARD EXCELSIOR INCUBATOR No. 4

400 EGG CAPACITY.

Weight Boxed, Ready for Shipping, 335 lbs.

This machine is double—that is, it has two separate egg chambers, each working independent of the other. There being two separate tanks, two heaters, two regulators, two lamps, etc., either side can be used separately or both together.



PRICE, \$48.00.

Natural Wood Finish.
Wood Paneled Top.
Raised Panel Back and Ends.

Aluminum Coated Tanks.
Aluminum Coated Heater and Lamps.
Regulator to Each Compartment.
Egg Turning Trays.
Nursery Attachment in Entire Bottom.

I warrant this machine in every particular, as it is the same in construction as the smaller sizes. It is, in fact, two machines combined in one, and will do the work of two 200-egg machines at less cost. In case you want a machine of this kind, I feel safe in saying this one will please you.

The Lamp

The lamp which supplies the necessary heat is an all-metal safety lamp, constructed especially for the Excelsior Incubator, and is supplied with a burner of large heating capacity, the finest that can be furnished.



The Burner.

This burner is also constructed especially for my machine, and is the most simple and reliable of any burner now on the market.

The lamp with this burner will positively not smoke nor go out. And I am justified in saying that it is the most convenient lamp in the incubator market.



The Chimney.

The chimney which I furnish with each and every Excelsior Incubator is also made of brass, with a mica aperture, so that the blaze can be as easily seen and regulated as with a glass chimney. I have constructed, at great expense, special machinery for manufacturing these chimneys. No solder is used in their construction, and they can not be melted or broken.



The Egg Chamber

Of the Excelsior is very large and roomy, just the proper size to produce the best results; not so large as to be cumbersome, not so small as to injure the chicks by improper ventilation.



The Thermometer.

I furnish free with each and every Excelsior Incubator a fine, reliable, especially designed incubator thermometer,

which, when placed on the eggs, indicates the exact temperature of the egg chamber. These thermometers are first tested by the manufacturers and afterwards by myself and compared with a Yale standard thermometer, and variations, if any, noted upon each. They are made with a very open scale and large figures, and can be plainly seen in a much dimmer light than those generally used for such purposes.



The Management

Of my hatcher is extremely simple and easy; it is easily understood by every one. It is a beautiful piece of machinery and is as perfect as the best steam engine in existence. The material and workmanship are the very best that can be obtained, and every person that has seen it exclaims, "What a beauty!" and, "That looks as if it could do the business if anything can!" The time required to run it is about ten minutes in the morning and ten in the evening. After attending to it you can leave it, with perfect safety, all day and all night, and never feel the least anxiety about it getting too hot or too cold, or any of those disagreeable things. You will find it as you left it—all right.



Every Part May be Readily Examined,

And this peculiarity has no small value. It is a great help in running an incubator. First, it permits a person to acquaint himself thoroughly with the incubator in all its parts. This is a great help in its management. The better you understand your incubator, the less use you will have for that knowledge; for the incubator best understood is the one that comes nearest running itself. That is because when you are thoroughly familiar with an incubator you anticipate any serious derangement in its working; you note the derangement in its inception. Furthermore, you know how to subject the incubator to those conditions

that will best permit it to take care of itself. Finally, should any part fail to operate properly, your intimate knowledge of the incubator will permit you to locate it at once; and the peculiarity in the construction of the Excelsior that has just been noted will permit you to get at the delinquent part with ease.



There is Nothing Mysterious .

About my incubator. All parts can be seen. The person who has studied the history of machines knows that when a certain point in the excellence of a type has been reached the tendency from that on is toward simplicity. For example, the self-binder has fewer parts and is not nearly so complicated as it was ten years ago. The result is that it does not so easily break or get out of order; any one can now manage it, and the decrease in the cost is in part due to the greater simplicity.



In Developing and Perfecting

My incubator I have tried not only to produce the machine that would hatch the highest percentage of eggs, but also to procure the simplest machine, and therefore the one most easily understood and managed, the one least disposed to get out of order, the one that would last the longest and need the fewest repairs, and the one that could be built cheapest with a certain excellence of material and workmanship.



Overheated.

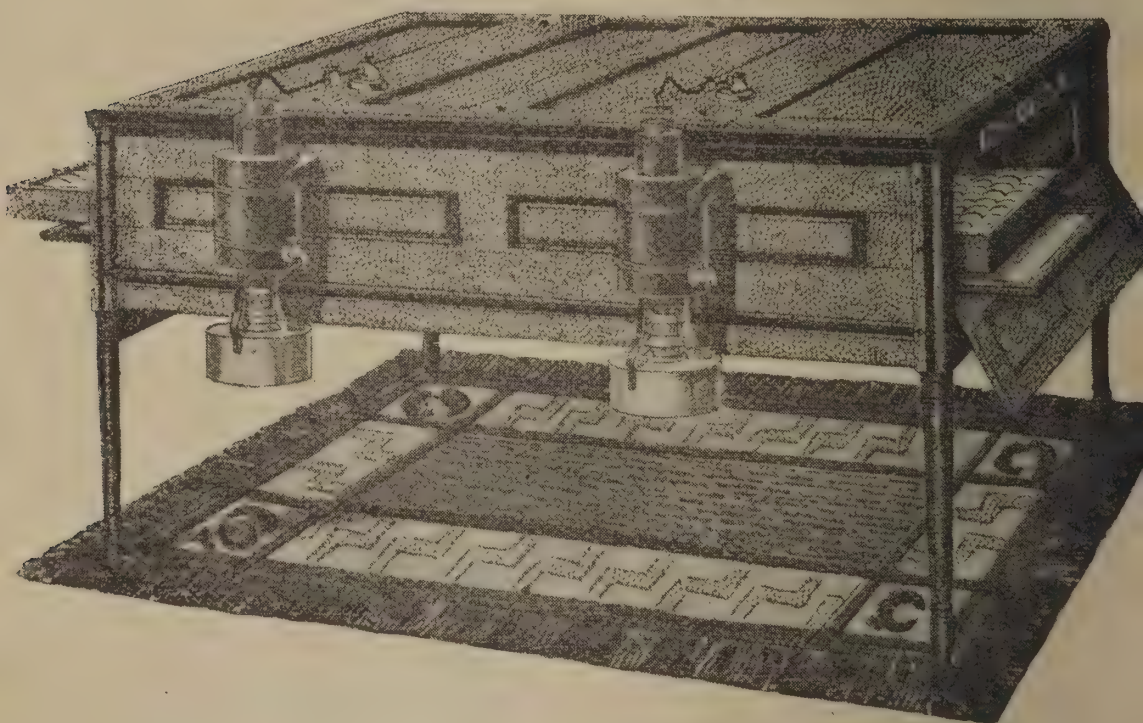
Eggs are overheated at 110 degrees, but it will take from ten to twenty-four hours to kill them, owing to how near the hatching point they are.

Standard Excelsior Incubator

№ 6.

600 EGG CAPACITY.

Weight Boxed, Ready for Shipping, 380 lbs.



PRICE, \$56.00.

This machine is exactly like the No. 4 in construction, having two separate egg chambers, each working independent of the other. There being two separate tanks, two heaters, two regulators, two lamps, etc., either side can be used separately or both together.

Natural Wood Finish.
Wood Paneled Top.
Raised Panel Backs and Ends.
Aluminum Coated Tanks.

Aluminum Coated Heaters and Lamps
Regulator to Each Compartment.
Egg Turning Trays.
Nursery Attachment in Entire Bottom

Chilled Eggs.

Eggs can be considered chilled when the heat falls to 50 degrees and below. They will still hatch, however, if not kept cool too long—say not over twenty-four hours—but it always hurts them more or less, and it is best never to let them cool below 70 degrees under any circumstances.



Success of Hatching

Can be learned from my testimonials, which are all genuine, and not made for the occasion. The best evidence I can give of the complete reliability of my machines is the fact that many of my customers have bought their second and third machines after trying their first one; which can hardly be said of any other machine.



The Cost of Hatching.

When properly attended, the cost of running a No. 2 (200-egg size) Excelsior Incubator for twenty-one days necessary to hatch the eggs is from 30 to 80 cents, according to the state of the weather and where the machine is set.



The Best Place.

The best and most suitable place to set an incubator is a dry cellar, for the temperature is not easily or materially affected by sudden changes in the weather. A dry room where there is no fire will do. Never set an incubator where there is a draft or current of air.



Another Advantage

Gained by using an incubator is that ducks, geese, turkeys, and all other fowls, as well as chickens, can be hatched at the same time.

The Best Size to Buy.

I manufacture Excelsior machines holding from 100 to 600 eggs, and am often asked, "Which is the best size to buy?" All of my machines, from the smallest to the largest size, are made with the same precision and finished in the same style, so that in this respect there is no difference. For general use the 200-egg size (No. 2) is preferred, as the first cost is but little more than the No. 1 (100-egg size), and the cost of running a 100-egg size is about the same as the cost of running a 200-egg size. Therefore, for general use I recommend the 200-egg size.

Large poultry dealers prefer the 600-egg size, as it can be run with but little more expense than the 300 or 400 sizes, and at less than double what it costs to run two 200-egg machines, so that it is economy to purchase the larger sizes if you are an extensive poultry raiser.



The Engravings and Cuts

Which I give in my catalogue, also colored plates, are exact reproductions of the machines, being made from photographs; so you can see just what the **Excelsior Incubators and Brooders** look like.

By comparing the cuts of the Excelsior with those of any other incubator and brooder, you will readily see that it is the best proportioned and most mechanically constructed, as well as the simplest machine made.





SIMPLEX = EXCELSIOR INCUBATOR AND BROODER COMBINED

(See Colored Plate, Page 37.)

ONE SIZE ONLY.

Capacity 200 Eggs and 200 Chicks.

Weight Boxed, Ready for Shipping, 200 lbs.



**A Complete
Chicken
Factory.
Price,
\$30.00.**



THE brooder is placed on the upper part of the machine, and is lighted by glass top and front; the heat is furnished by the same lamp that supplies the machine, thereby saving the expense of running an extra lamp to heat the brooder. The hatching and rearing of chicks can, by the above apparatus, be carried on at the same time; the first lot of chicks can be left in the brooder until they are three weeks old, when they can be removed to a warm room or poultry house, as they are then considered strong enough to look after themselves, and you will have your brooder ready for the next lot. I furnish with each of these machines everything complete, as shown in colored plate on page 37, and they can be termed "A Complete Chicken Factory."

SIMPLEX-EXCELSIOR INCUBATOR AND BROODER COMBINED.

A COMPLETE CHICKEN FACTORY.

200 Egg and 200 Chick Capacity

ONE SIZE ONLY.



PRICE, \$30.00.

Natural Wood Finish.

Aluminum Coated Metal Tank & Heater

Raised Panel Back and Ends.

Japanned Finished Hardware.

Patent Regulator.

Egg Turning Trays.

Nursery Attachment in Bottom.

See Further description on page 36.

With each of these machines is furnished Lamp, Burner, Wick, Thermometer, Egg Tester, and everything ready for immediate use.

THE WOODEN HEN.

TRADE MARK REGISTERED.

THE BIGGEST LITTLE THING ON EARTH.

Something New and Novel for the Boys.

Instructive, Amusing and Profitable.

MADE IN THREE SIZES ONLY.

While but the Size of a Live Hen It Has Greater Capacity.

Size 19x16x14, Weight 45 lbs., Capacity 50 Eggs—Price \$	8.50
Size 20x28x14, Weight 65 lbs., Capacity 100 Eggs—Price	12.50
Size 36x28x14, Weight 120 lbs., Capacity 200 Eggs—Price	16.00

The Wooden Hen is not a toy, but a success. It is so simple that any boy or girl can run it successfully and hatch chickens the year round. It is guaranteed to be perfectly reliable, absolutely self-regulating, economical and perfect hatching. It is the hatcher for the amateur, women, children, or anybody wishing to make the poultry business profitable, and at the same time instruct and amuse them in their leisure moments.

THE WOODEN HEN

50 AND 100 EGG CAPACITY

Weight, Boxed Ready for Shipping, 50 Eggs, 45 lbs.
 " " " " 100 " 65 lbs.



PRICE.

50 Egg, \$ 8.50.
 100 " 12.50.

Natural Wood Finish.
 Raised Panel Top.
 Galvanized Tank, Heater and Lamp.

Patent Regulator.
 Egg Turning Trays.
 Japanned Hardware.

Each machine is furnished complete, ready for immediate use, including Thermometer, Lamp, Burner, Chimney, Wick, etc.



A Genuine
Chicken
Mill.

The I. X. L. Wooden Hen and Hen Brooder Combined.

ONE SIZE ONLY.

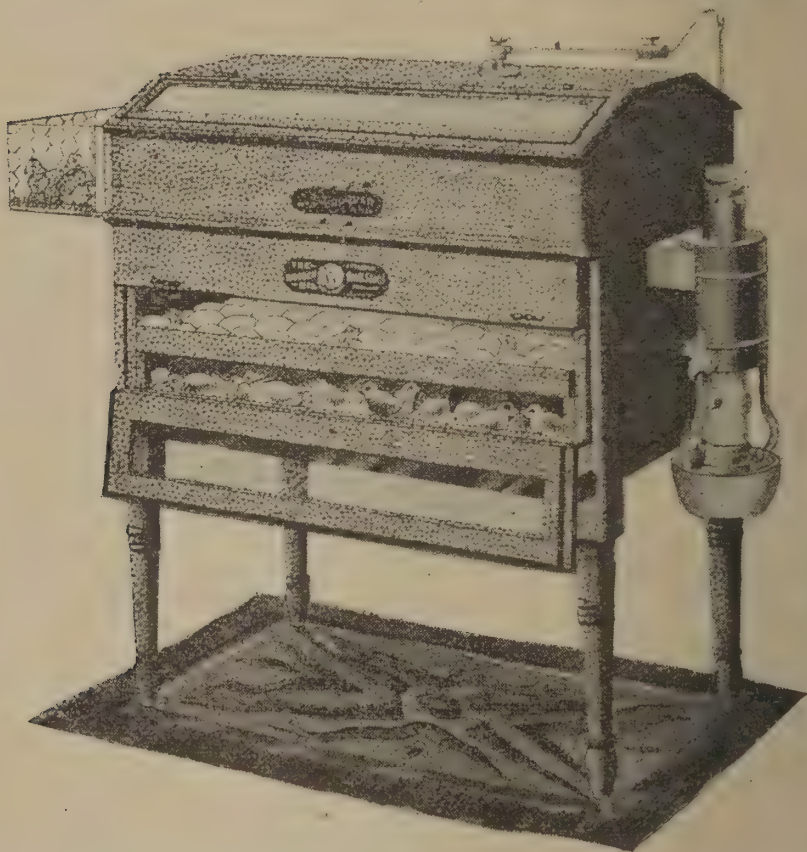
**Capacity 100 Eggs and 100 Chicks. Weight
Boxed, Ready for Shipping, 85 lbs.**

PRICE, ONLY \$16.50.

On the opposite page I give a correct illustration of the I. X. L. Wooden Hen and Hen Brooder Combined. This machine, like the Simplex Excelsior Incubator and Brooder Combined, will be very much appreciated by those who have used other machines and no brooders. There is a nursery under the egg tray for the chicks that are just hatched and are too wet or too weak to be placed in the brooder above, but strong enough to struggle about the egg drawer to the great inconvenience and sometimes fatal injury to the chicks that are only partially hatched from the shell. The brooder attachment is placed on the upper part of the machine and is lighted by glass door; the heat is furnished by the same lamp that supplies the Incubator, thereby saving the expense of running an extra lamp to heat the brooder. The hatching and rearing of chicks can, by the above apparatus, be carried on at the same time; the first lot of chicks can be left in the brooder until they are three weeks old, when they can be removed to a warm room or poultry house, as they are then considered strong enough to look after themselves, and you will have your brooder ready for the next lot. We furnish a yard or run with each of these machines, in fact, everything complete, as shown in cut on opposite page, and they can be termed "A Genuine Chicken Mill."

I.X.L. Brooder Hen & Chick COMBINED.

Weight, Boxed, Ready for Shipping, 85 lbs.



PRICE, ONLY \$16.50.

Brooder on Top.

Natural Wood Finish.

Egg Turning Trays.

Galvanized Metal Tank and Heater.

100 Egg Capacity and 100 Chick Capacity.

Nursery Under Egg Tray

Patent Regulator.

Japanned Hardware.

One Size Only.

The Wooden Hen

Is Easy to Manage,

AND Artificial Raising of Poultry on a small scale is daily increasing in popularity, and is a business suitable for all classes of people. It can be conducted by the **clergyman** as well as the **farmer** or **fancier**. It is easily managed, and already carried on by the sons and daughters of many prominent citizens, as well as farmers' wives and daughters. Chicks hatched and raised in The Wooden Hen are the strongest and obtain the highest prices. If you do not care to raise poultry for market, and if you reside in the city, with a Wooden Hen you can hatch and raise your own table fowls, having spring chickens just when you want them and not a live hen on the premises, besides affording you a pleasant occupation for a few moments each day, and a saving on your table expense.

There is a very large demand for my machines, as they supply a long-felt want. My guarantee is that both the Wooden Hen and Hen Brooder are exactly as represented or they can be returned. The Wooden Hen really does not need attention but twice a day—morning and evening—and **positively** does not need any attention whatever during the night, as it is absolutely self-regulating.

It is thoroughly well made.

A marvel of simplicity.

Perfect in its working.

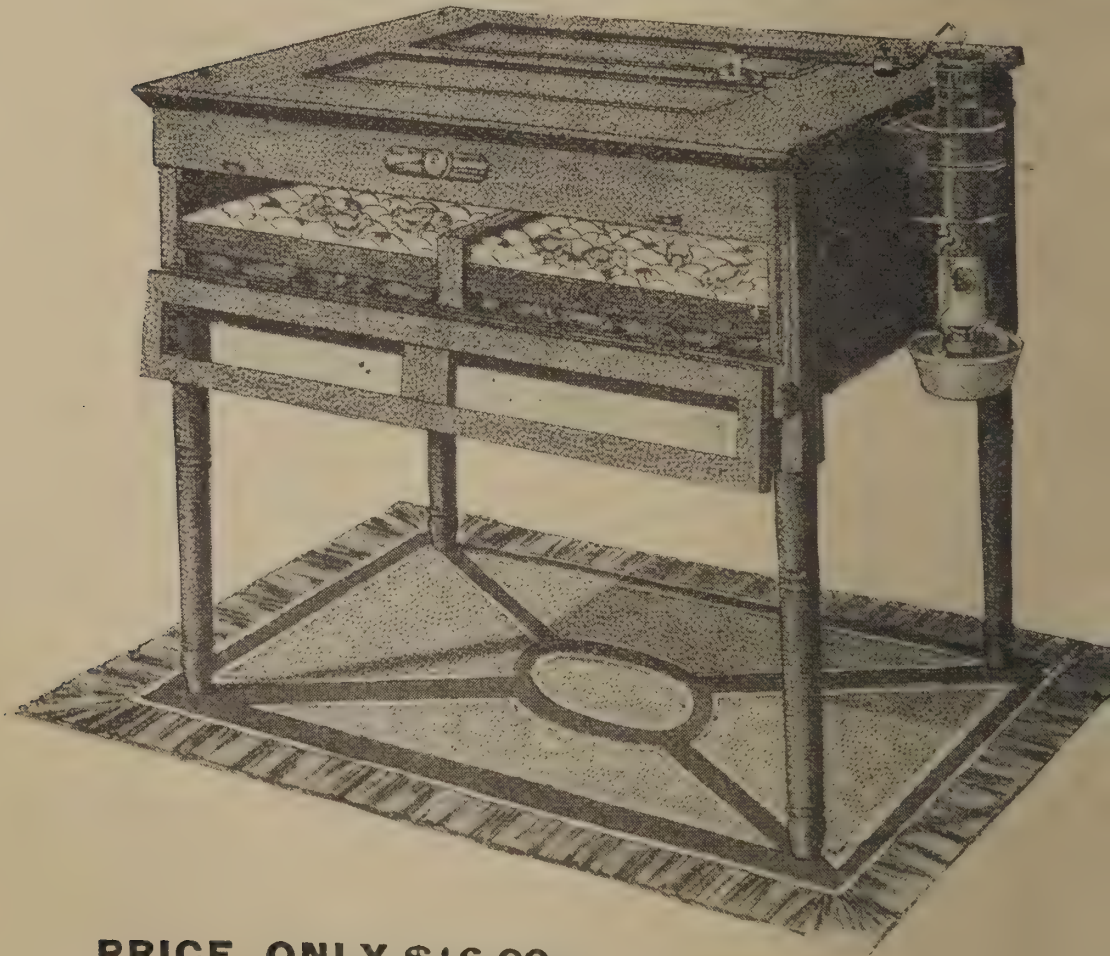
Hatches every healthy fertile egg.

For further information and description see Catalogue "H."

THE WOODEN HEN

200 Egg Capacity

Weight, Boxed Ready for Shipping, 120 lbs.



PRICE ONLY \$16.00.

Natural Wood Finish.

Raised Panel Top.

Galvanized Metal Tank, Heater & Lamp

Patent Regulator.

Egg Turning Trays.

Japanned Hardware.

Each machine is furnished complete, ready for immediate use, including Thermometer, Lamp, Burner, Chimney, Wick, etc.

BROODERS.

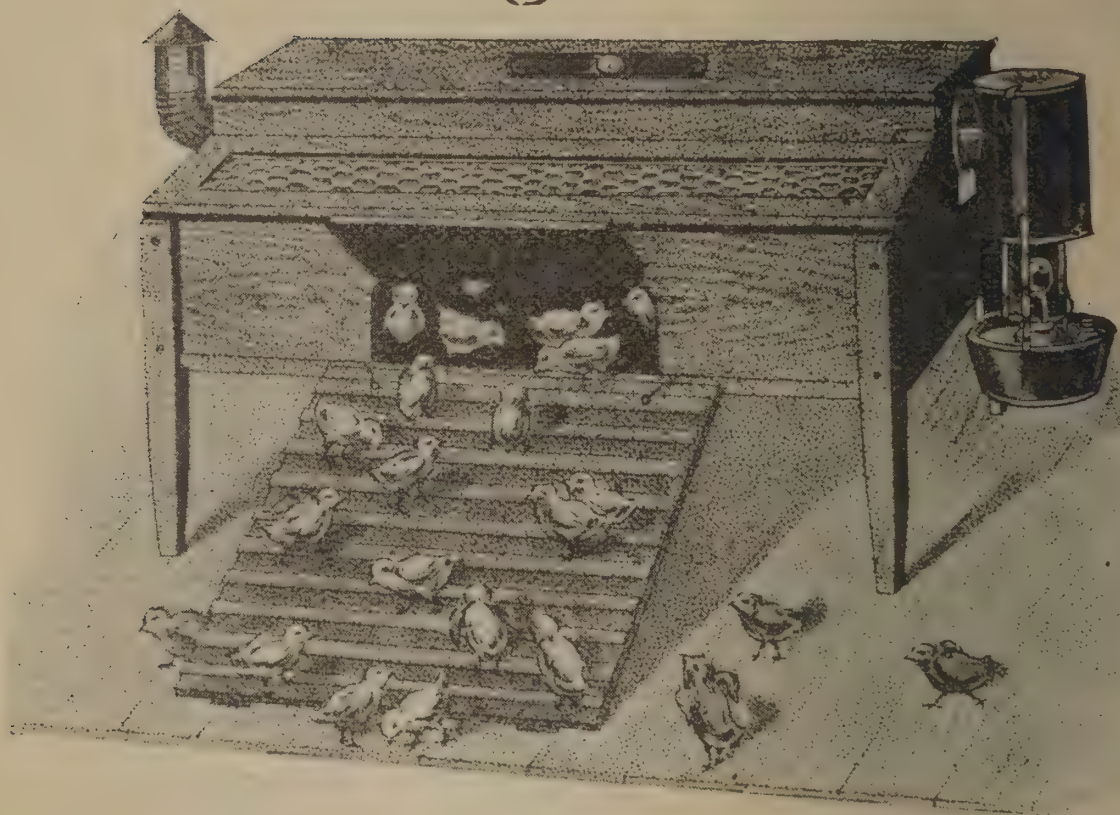


A CHICK should have every opportunity for growth from the moment it leaves the shell until it reaches a suitable size for the market, or arrives at maturity. Success lies in the rule—keep the chicks growing. Every time a chick is chilled or exhausted by following a hen its growth is retarded, and the owner suffers in consequence. As a profitable method of raising chicks, either for the market or the fancy, the brooder has come to stay. It has proven to be more reliable than hens, and as it can be used at all seasons of the year, its superiority over hens is very great. Experience has taught us the degree of heat necessary to raise chicks successfully, and that it is immaterial whether a hen or brooder is the source of heat, except that the right temperature can be maintained at all times with the brooder, while with hens there can be no regulation of heat. The great advantage of using a brooder is that it is entirely under the control of the operator and accessible to the chicks at all times. With the brooder it is really human intelligence against brute instinct. The hen is capable of using very little judgment in the care of her young.

How natural it is for a hen to go tramping through the wet grass in the morning in her chase after the festive grasshopper or the famous "early worm," followed by her flock of little ones. She never seems to notice how completely exhausted and chilled they are, nor does it appear to enter her silly head that the dampness is killing her little charges.

Chicks should be able to find warmth at any time they desire it to secure rapid growth. This is a great point in favor of the brooder, that the chicks can warm themselves at will, and as the chicks are as different from each other in nature and temperature as we are, they do far better when they can find warmth when they require it, not only as an old hen allows them. A brooder with seventy-five to one hundred chicks can be cared for as easily as one hen and her flock of ten.

THE HEN BROODER.



Capacity 50-Chick, Size 15x20, Weight 25 lbs—Price \$5.00

Capacity 100-Chick, Size 20x26, Weight 40 lbs—Price 6.50

Capacity 150-Chick, Size 27x35, Weight 65 lbs—Price 9.00

By using the Hen Brooder the chicks will grow finely and be perfectly contented. I am especially proud of the principle of this Brooder, as it is top heat and similar to the Excelsior Brooder in operation; and being portable can be moved from one place to another, thus giving the chicks a change of location, and is, no doubt, the most successful on the market and raises the chicks to the best possible advantage, and is the companion for the Wooden Hen. Send for Catalogue "H," giving a full description of both the Hen Brooder and Wooden Hen.

Excelsior Brooders

Called also

The ARTIFICIAL MOTHERS.

ARE, like the Excelsior Incubators, constructed throughout of the very best material and finished as handsomely as the incubators.

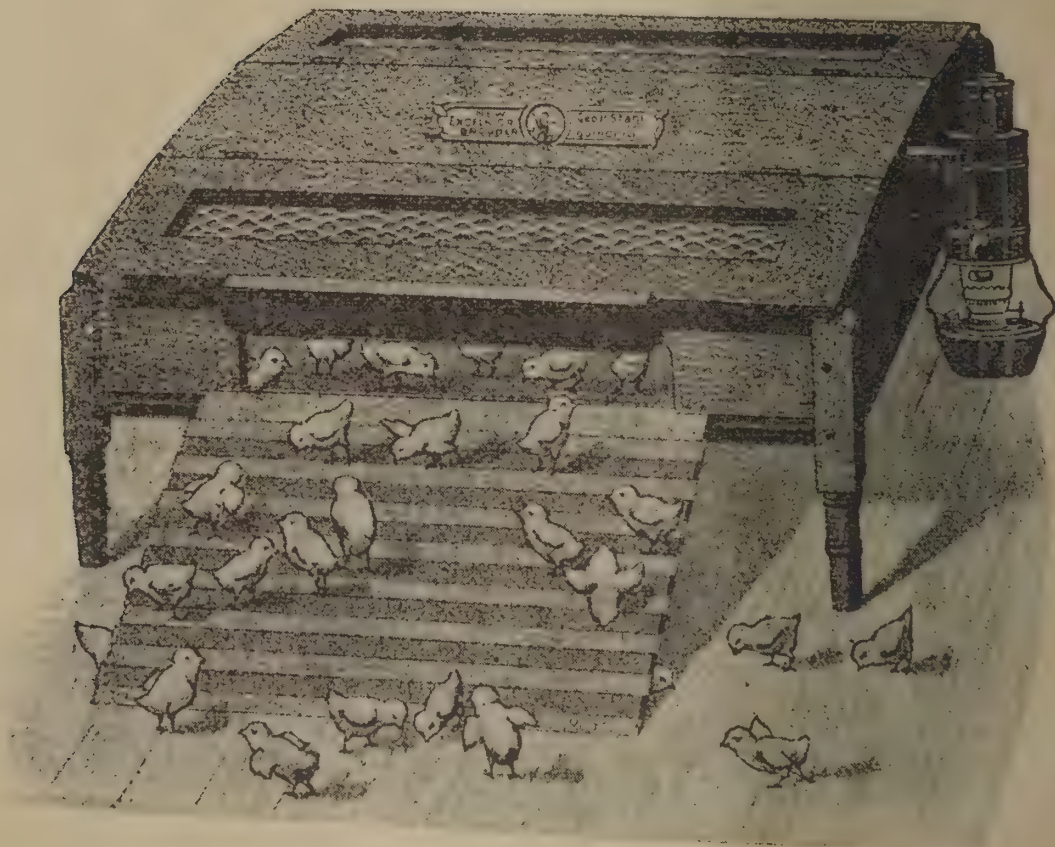
A perfect brooder is an essential accompaniment for an incubator, and I do not hesitate in saying and guaranteeing that I have the most perfect and most scientific brooders on the market, and, in fact, the successor and rival of the natural brooder—the hen.

The chicks are better taken care of by an Excelsior Brooder than by a hen, and I have sold many brooders to parties who use them to rear chicks after they have been hatched by a hen, for they said the chicks were healthier and grew faster, and consequently were more profitable. Young chicks are very helpful little creatures; they soon learn to pick and thrive, grow faster and are healthier when reared in an Excelsior Brooder than when cared for by a hen.

Excelsior Brooders are the result of years of practical experience and study of the needs of the “motherless chick.”

Those who have lost brood after brood of incubator-hatched chicks by crowding, smothering and overheating, will be quick to appreciate the advantage of my brooders, and those who know of such losses by hearsay only, will rejoice to know that there is a way now devised by which they can avoid it.

NEW EXCELSIOR BROODER.



Natural Wood Finish.

Galvanized Iron Tank and Heater.

Japanned Finish Hardware.

Wire Netting Doors.

Run, Lamp, Burner, Wick, Chimney, and everything complete.
ready for immediate use.

No. 1—100-Chick Capacity.....	Weight Boxed, 90 lbs	Price \$12.50
No. 2—200-Chick Capacity.....	Weight Boxed, 115 lbs	Price 16.00
No. 4—400-Chick Capacity.....	Weight Boxed, 220 lbs.....	Price 24.00

For further description see page 49.

In offering my brooder to the public, I do so with the firm conviction that what they can not find in utility and serviceableness in my list they can not find anywhere. I have what might be called a progressive series—from the nursery to the last stages when the chicks require brooding.

I do not hesitate to claim for all the Excelsior Brooders that they are the most simple and perfect yet devised, their superiority especially being shown in these points:

1. An equal heat in all parts of the brood floor.
2. A perfect ventilation without draft on the chicks.
3. Entire freedom from chick crowding.
4. Ease of cleaning—no small matter.
5. Freedom from all danger of fire—a point to be considered.



Nature's Method.

It is well known by all how a hen broods her chicks, viz: She sits on the ground; the chicks run under and about her body, with which they come in contact; they are enveloped by her feathers and are surrounded on all sides by warmth. She even warms the ground slightly, and thus keeps their feet and legs warm, which we find to be of the utmost importance. It would, therefore, seem that from the teachings of the mother hen, a successful brooder should be based upon the principles of the hen, viz: a comfortable warmth surrounding the chick. The atmosphere must be warm or they will suffer. There must be good ventilation, and constant, or they will be poisoned by their own carbonic gas, the same as would result from a dozen people sleeping in a small room with all the doors and windows closed.

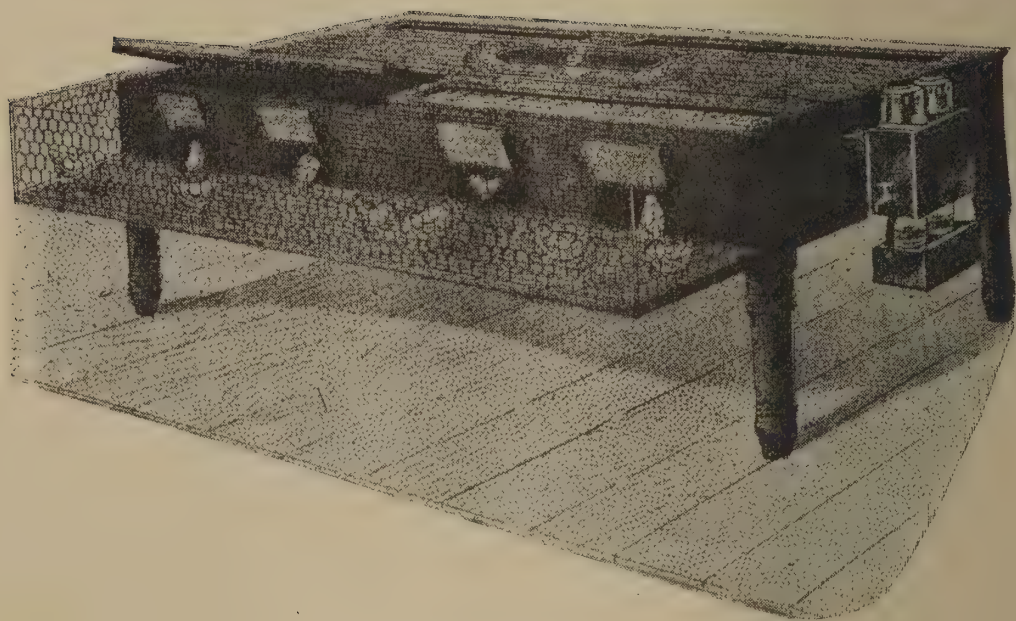


The Brooder Must Be Portable.

It must be placed near the ground, so the chicks can run in and out at their pleasure on pleasant days; it must

EXCELSIOR APARTMENT BROODER

600 Chick Capacity.



PRICE, \$36.00.

Natural Wood Finish.
Galvanized Tube Circulating Pipes.
Kalamined Metal Heater.

Japanned Finish Hardware.
Run or Yards.
Wire Netting Doors.

Lamp, Burner, Wick, Chimney, and everything complete
ready for immediate use.

For further description see page 50.

be storm-proof, cold-proof, and proof against all animals dangerous to chickens; it must have ample room for the chicks, so they can be kept inside on rainy and cold days; it must have a run so that the chicks can bask in the sunshine, and bid defiance to their enemies. It must be of adjustable character to circumstances and seasons, that it can be placed in a building of any suitable character, or out on the lawn or in a field, at the pleasure and convenience of its owner. It must be so arranged that a person can raise the largest number of chicks possible in a state of health. on the smallest possible spot of ground.



Such Brooders

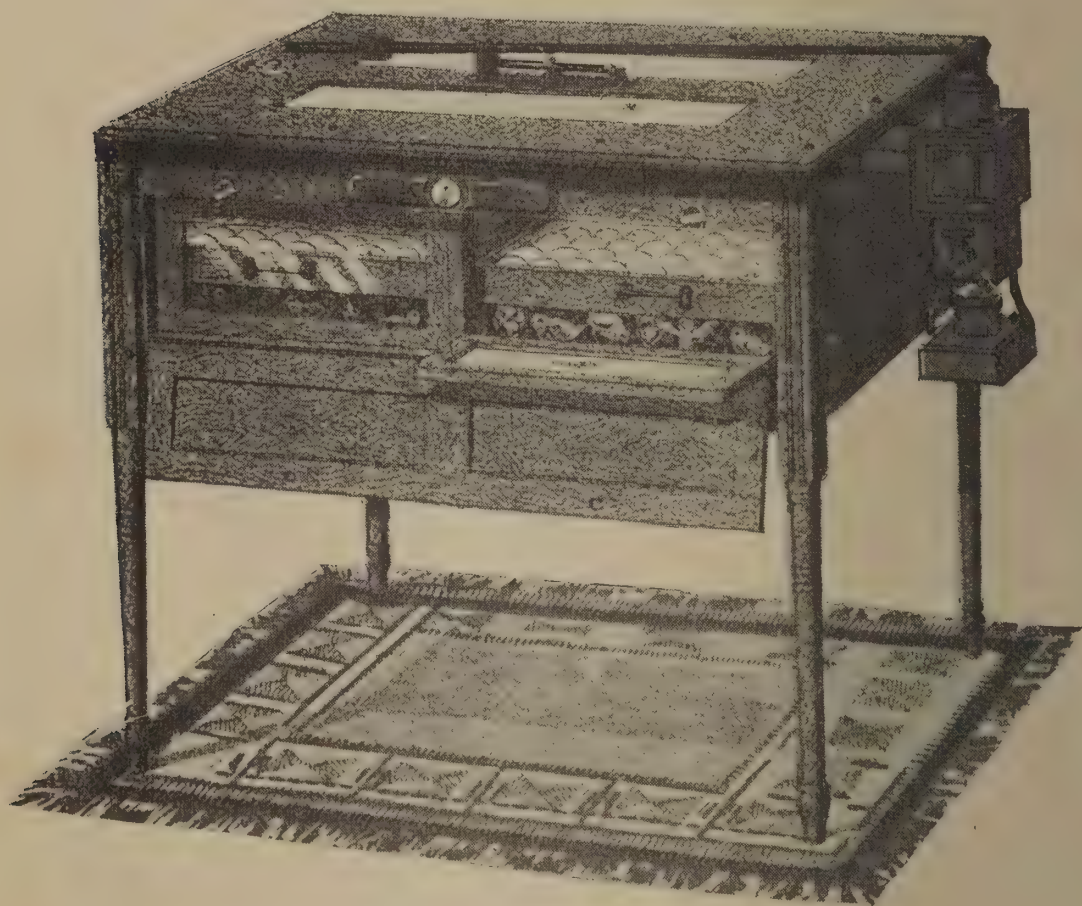
I offer to the public, to whom I appeal to judge them upon their merits and with good common sense. I furnish a full and detailed description, with cuts to illustrate their claim and advantages, and I leave it to the judgment of the reader whether I have combined the qualities necessary for success or not.



PERFECTED EXCELSIOR INCUBATOR No 2.

200 EGG CAPACITY.

Weight Boxed, Ready for Shipping, 195 lbs.



Natural Wood Finish.
Glass Paneled Top.
Raised Panel Back and Ends.
Brass Tank.
Brass Heater and Lamp.
Japanned Hardware and Trimmings.

PRICE, \$36.00.

Patent Regulator.
Patent Egg Turning Trays.
Nursery Attachment in Bottom.
A Superb Machine in Every Particular

NOTE—Each machine is furnished complete, ready for immediate use, including Thermometer, lamp, Burner, Chimney, Wick, etc.

THE PERFECTED EXCELSIOR INCUBATOR

ONE SIZE ONLY—200-EGG CAPACITY.

A Superb Machine in Every Particular.

The Standard Apparatus of the World for
Hatching Chickens.



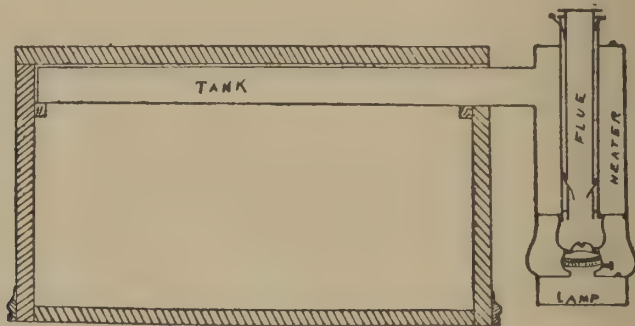
FOR those who desire an extra finished machine I offer the **Perfected Excelsior Incubator**, calling attention to the Brass Tank and Heater, also to the double glass paneled top through which the chicks can be seen hatching and the thermometer watched. It has Patent Egg Turning Trays, a superb Regulator, and under the Egg Trays is a Nursery for the young chicks. While this machine will hatch no better than the Standard Excelsior Incubator, it is finer finished and built for exhibition or show purposes; it will compare favorably with any piece of parlor furniture. It embodies all the elements required to make it a first-class apparatus and is without a doubt the best machine to be had, regardless of price.

DESCRIPTION OF THE

New Excelsior Brooder.

SEE COLORED PLATE, PAGE 45.

THE inside of this Brooder is divided into three parts. The center contains the radiator or heating arrangement; the front and back are runs in which to do the feeding, and furnish a safe refuge for the chicks when they get too warm under the hover. By this plan the chicks are always safe from overheating, as they can run out where it is always cool, and being inside of the brooder, they run no risk of getting chilled.



The heater is placed at the end, as shown in cut on page 45; the water, after being heated by the lamp, circulates through the radiator in the top of the center division, and forms a hover; this throws the heat over and around the chicks, as in nature.

The floor is double and moderately warm. In nature the hen warms the nest, which in turn warms the chick's feet. In the New Excelsior Brooder the same thing is accomplished. The floor is kept warm and dry. The brooder is thoroughly ventilated, both in front and back, and can be used indoors or outdoors.

Each brooder is furnished complete with lamp, burner, wick, chimney, run, and everything necessary for immediate use. These brooders made only in three sizes, with prices and weights as follows;

	Weight, Boxed.	Price.
No. 1—Capacity, 100 chicks.....	90 pounds.....	\$12.50
No. 2—Capacity, 200 chicks.....	115 pounds.....	16.00
No. 4—Capacity, 400 chicks.....	220 pounds.....	24.00

DESCRIPTION OF THE

Excelsior Apartment Brooder.

THIS brooder is for small brood houses, and is the next best arrangement to a large brood house, where the pipe system and hot water stove are used. It will be noticed by looking at the cut just how the brooder is constructed and how heated. It is very simple, is easy to clean, easy to operate, and not hard to move from one place to another. The boiler is furnished with a lamp of great heating capacity, two burners being used in extreme cold weather and only one in moderate weather. The boiler is connected with the pipe radiators by unions, hence can be easily taken off when desired. I make this brooder in one size only—600-chick capacity. It is divided into four apartments and furnished complete with yards, as shown in cut. This brooder is very popular with the fraternity, as it is so well built that it will last as long as any pipe used for circulating hot water.

The cut shows the brooder complete, just as I ship it from the factory.

With this brooder you can brood chicks from one day old up to ten weeks of age. They are finished in natural wood with three coats of varnish, and are very handsome and first-class in every respect. The boiler and lamp are made of aluminum coated metal, the same as those used on the Excelsior Incubator.

It is impossible to overheat the chicks in this brooder, as it is so constructed that they can get away from the pipes at any time.

PRICE.

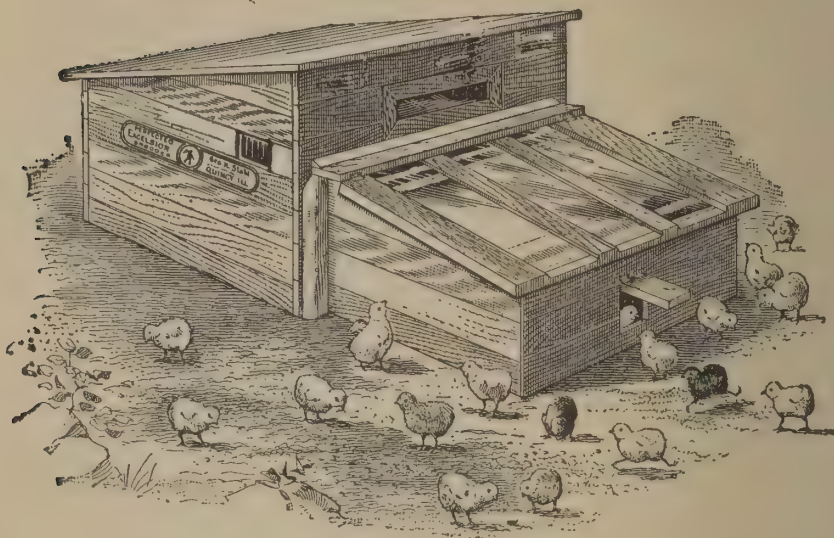
Complete, with everything necessary for immediate use,

\$36.00.

Perfected Excelsior Brooder.

For Indoor and Outdoor Use.

200 CHICK CAPACITY.



In order to meet the demand for a Brooding apparatus that can be used in and out of doors, I have designed the Perfected Excelsior Brooder. The above illustration is an exact representation. This Brooder is complete with lamp, burner, heater and glass covered run. This brooder can be operated successfully out of doors in all kinds of weather. The chicks thrive just as if the mother hen were with her brood. Those who have lost brood after brood of chicks by crowding, smothering, and overheating will be quick to appreciate the advantages of this brooder.

Made in One Size Only—200 Chick Capacity.

Size 36x54x24 inches.

Weight when Packed for Shipment, 160 Pounds.

Price, \$18.00.

The Excelsior Electric Hen.



The first and only Incubator on the market heated and regulated by electricity.

Patented Nov. 16, 1897.

Temperature Unvarying.

Requires no attention whatever after first being adjusted. Can be connected with any convenient source of electricity—a light or power plant.

The principal points of advantage of this machine are:

Compactness.

This is one of the strongest features of the Electric Hen, the combined heater and regulator occupying no more space than an ordinary incubator.

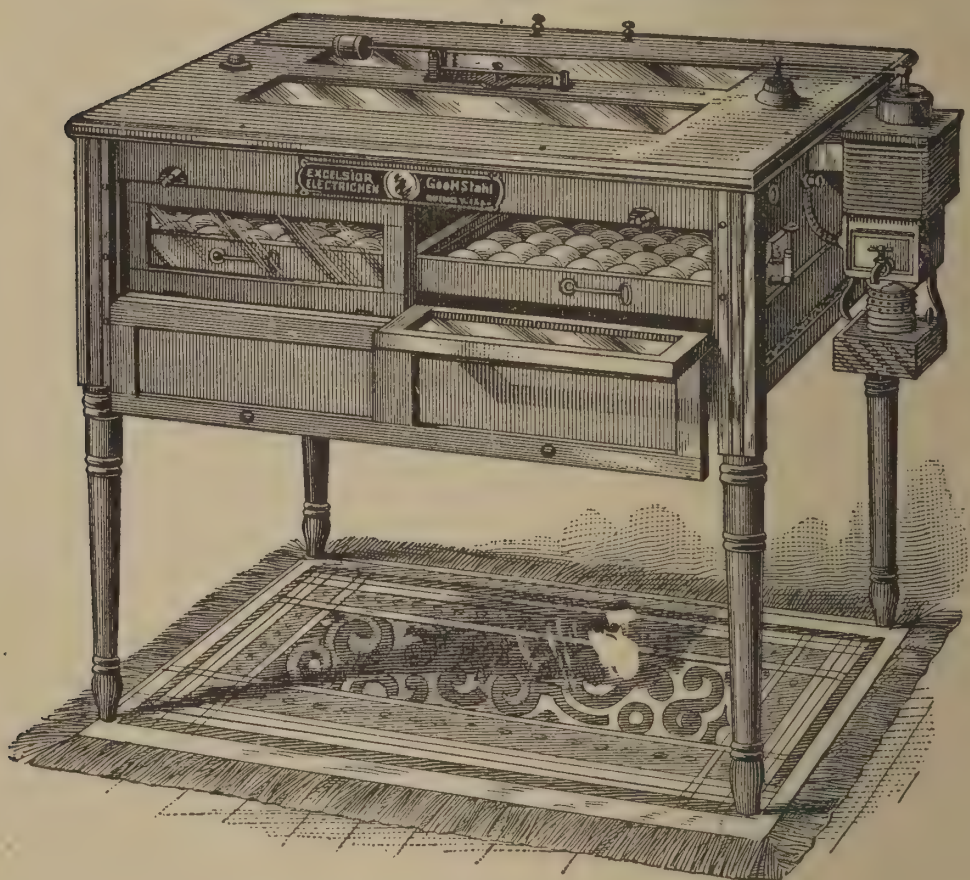
Ease with Which it Can be Set Up.

The machine is complete within itself, there being no separate parts or pieces to be adjusted, lost or mislaid. It may be connected to any electric light or power circuit by means of two pieces of No. 14 wire leading to the two binding posts on the top of the machine.

The Excelsior Electric Hen.



No. 2—200 Egg Capacity.



No. 2—200 Egg Capacity, \$50.00.

Shipping Weight, 212 Pounds. Natural Wood Finish.
All Metal Parts Brass. Glass Top.

Each machine furnished with Thermometer, Turning Trays, Flexible Cord and Plug for connecting, and everything ready for immediate use. See pages 52 and 54.

I also furnish Lamp complete or Gas Burner, so machine can be used with oil, gas or electricity.

Simplicity of Operation.

The current is turned on by the switch at the end of the machine, and the amount of heat generated is adjusted by the thumb screw of the regulator on top of the machine when the proper temperature in egg chamber is reached.

Regulation of Heat.

The regulation is perfect and controls the temperature of the machine to a fraction of a degree by automatically turning off the current (thereby saving expense) when the temperature of the egg chamber is at the proper degree, and automatically turning it on again when needed; hence

No Waste of Current.

The electric current used is just sufficient to accomplish the purpose desired, no more, hence the economy.

The Electric Hen is built of linden, natural finish, with all metal parts brass. The top is glass, so the chicks can be seen hatching without opening the machine. This machine is arranged so it can also be heated by gas or oil if desired.

Price of Electric Hen complete, as shown in cut, with thermometer, turning trays, flexible cord and plug for connecting, also gas and oil lamp with burners complete, and everything ready for immediate use, properly boxed and delivered F. O. B. cars here.

No. 2—200-egg capacity.....only \$50.00 each.

Electric Brooder.

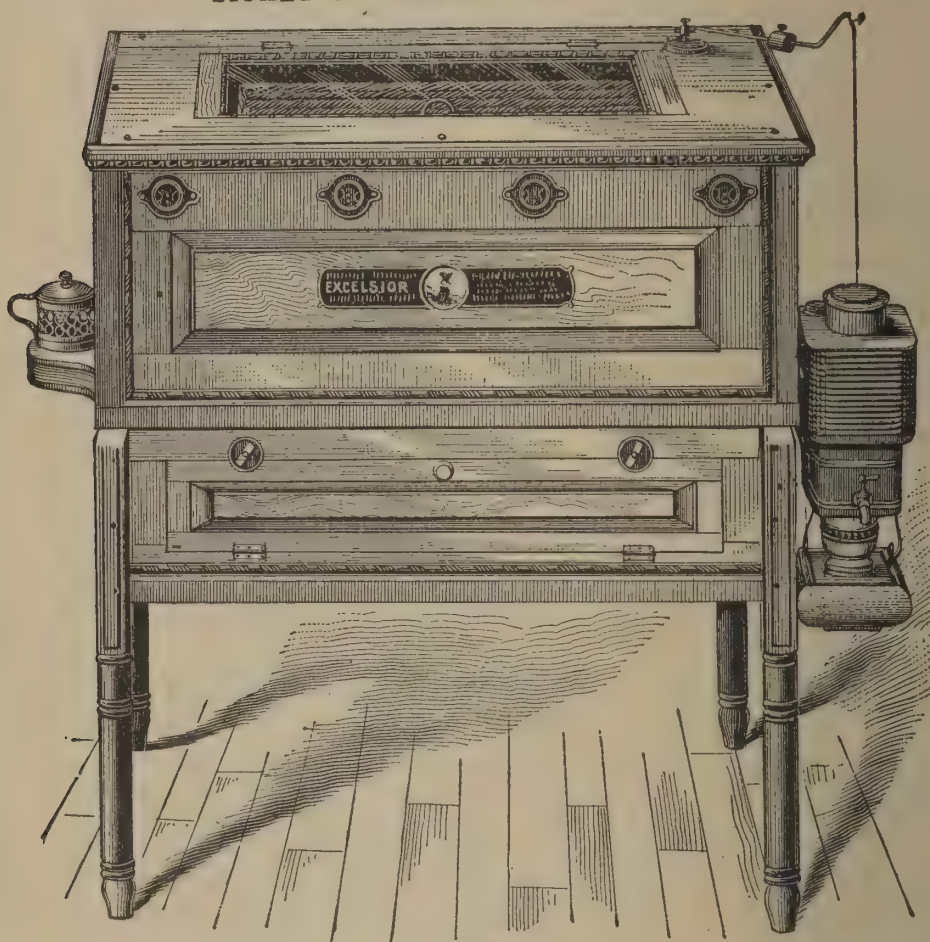
Self-Regulating, Same as Electric Hen.

No. 2—200 chick capacity.....only \$25.00 each.

Further information a matter of correspondence.

Excelsior Infant Nursery.

▲ New Appliance for Hospital or Physician's Use in Nursing
SICKLY OR PREMATURE INFANTS.



In this apparatus all the conditions laid down by obstetric practitioners are completely satisfied. The interior of the apparatus is automatically maintained at a practically uniform temperature. The dampening of the air and ventilation are efficiently and continuously carried on. The food is kept at a regular temperature, just above blood heat. Every part of the apparatus is automatic and extremely simple in construction. The Infant Nursery is started and worked in precisely the same manner as the Excelsior Incubator. Oil or gas can be used for heating, as the regulator will work with either.

Further information a matter of correspondence.

PRICE, EACH, \$60.00.

NOTE.—Can ship on telegraph order.

NOTICE.



THE prices quoted are positively net. I allow no discounts except to parties who purchase two or more incubators. I intend to treat all my customers alike and have one price for all.

My object in placing the price so low is to get my new improved machines thoroughly introduced this season; those who purchase of me this season will be entitled to an agency next year.

I boldly assert, without fear of contradiction, that it costs me as much to build my machines as other makes that sell for double the price which I ask for the Excelsior.



TERMS.

I have placed the price so low that I must, in all cases, insist that when the machine is to be shipped by freight, the cash must accompany the order. If, however, the machine is ordered shipped by express, I will send it C. O. D., when one half the price accompanies the order, as a guarantee that the machine will be received, the purchaser, in all cases, to pay express charges or freight.

Remit by express, post office money order, registered letter, or draft on New York, Chicago or St. Louis. Address all letters and make all money orders, registered letters and drafts payable to **Geo. H. Stahl, Quincy, Ill.**

In ordering, give full shipping directions, and state whether to be shipped by express or freight; also give post office address plainly in your letter. All orders receive prompt attention. I have increased the capacity of the

factory, and will, I hope, be able to fill all orders promptly. I endeavor to carry a stock of all sizes quoted in catalogue, and can therefore ship at once, on receipt of order.

Each and every incubator sold is guaranteed to be as represented. (See warrant on page 8).

I have great confidence in my machines, and wish you to have confidence in me; and as to my responsibility I refer you to Mr. S. A. Lee, agent of the Adams and American Express Cos.; Mr. John C. McConnell, agent of the Pacific and United States Express Cos.; Mr. Grant Coble, agent of the Wells-Fargo Express Co.; the State Savings, Loan and Trust Co.; Ricker National Bank; Mr. D. F. Wilcox, Postmaster, or to any merchant or person in Quincy, who will take the trouble to investigate my responsibility or the merits of my machines.



Imitation Is the

Sincerest Flattery.



NO incubator ever put upon the market has on its honest merits made a reputation that manufacturers all over the country have looked upon with so much envy as has the Excelsior. This is abundantly proven by the many imitations that are offered for sale, and usually take great credit to themselves in claiming (?) to be like the Excelsior, etc. A careful review of the illustrated catalogues and cuts of incubators will prove to even a casual observer how generally the **Excelsior has been imitated in appearance.** I should ask no better verdict from makers of this class of goods; and is a verdict that the public, ever alert to its own interest, has caught on to—and I acknowledge the help my would-be competitors have been to me in thus signifying their approval. But there is a point where “patience ceases to be a virtue,” and beyond that I will not indulge my magnanimity, but respectfully announce “to all whom it may concern,” that infringing the patents under which I manufacture the Excelsior will not be tolerated in any single instance, and if “a word to the wise is sufficient,” the makers and users of such infringements should act the part of wisdom. See next page.

TO WHOM IT MAY CONCERN.

The **Excelsior Incubators and Brooders** are manufactured under the following letters patent granted:

July 24, 1877.	Aug. 9, 1881.	Dec. 8, 1885.	Oct. 26, 1886.
July 31, 1877.	Aug. 2, 1881.	Dec. 22, 1885.	Jan. 11, 1887.
Dec. 3, 1878.	May 23, 1882.	Dec. 29, 1885.	Feb. 22, 1887.
May 6, 1879.	Sept. 12, 1882.	July 13, 1886.	July 12, 1887.
July 1, 1879.	Nov. 14, 1882.	Dec. 7, 1886.	Aug. 16, 1887.
Sept. 30, 1879.	July 11, 1883.	Feb. 9, 1886.	Dec. 24, 1889.
Sept. 30, 1879.	July 17, 1883.	March 30, 1886.	Feb. 16, 1892.
Feb. 3, 1880.	April 8, 1884.	April 27, 1886.	Jan. 24, 1893.
July 20, 1880.	June 23, 1885.	Dec. 7, 1886.	July 18, 1893.
July 13, 1880.	June 30, 1885.	Sept. 28, 1886.	Sept. 26, 1893.
April 13, 1880.	June 16, 1885.	June 29, 1886.	Nov. 16, 1897.
Jan. 25, 1881.	Nov. 17, 1885.	Aug. 10, 1886.	

I, George H. Stahl, owner of said patents, claim the sole and exclusive right to sell and manufacture Incubators and Brooders under same. All parties are therefore notified and warned against buying, selling, manufacturing, dealing in or using any style of Incubator or Brooder which infringes the rights secured by me; as such infringement renders each individual user or dealer of said Incubator and Brooder not furnished by me or my licensee responsible for such unlawful use or sale and all consequences thereof, and liable to suit therefor.

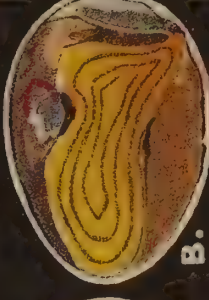
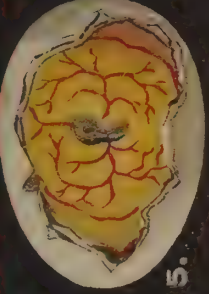
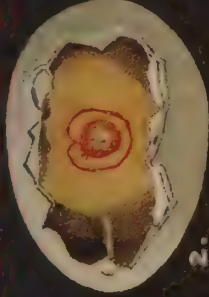
Law Relating to Infringements.

"A patent for a machine is infringed by him, who, without ownership or license, makes or uses, or sells any specimen of the thing covered by any claim of that patent."

"Whoever infringes any one claim of a patent infringes the patent, whether or not it contains other claims which he does not infringe."

"An infringement renders each individual user responsible for all consequences of such unlawful use, and liable to prosecution therefor."

DEVELOPMENT OF THE CHICK



COPYRIGHTED 1896

By GEO. H. STAHL

MANUFACTURER OF EXCELSIOR

INCUBATOR

QUINCY, ILL., U. S. A.

JUST OUT.

NOTHING SUCCEEDS LIKE SUCCESS.

WHEN IT IS GENUINE SUCCESS
BASED ON INTRINSIC EXCELLENCE.

A REPUTATION which endures and increases with the progress of time, and, after a lapse of years is more widely and firmly established than ever before, can only be founded upon SUPERIOR MERIT. This is briefly the history of the Excelsior Incubator.

No other testimony can be so convincing in this regard as the acts and words of the users of incubators. They are judges of whose competency there can be no doubt, and the successful operation of hatching machines in their hands under all conditions and circumstances has elicited such praise as nothing but the highest degree of excellence could command.

The popularity of the Excelsior Incubator and its increasing sale each year has led to greatly increased facilities and invested capital, and I boldly assert, and can prove, that I represent the most extensive and best equipped establishment devoted entirely to this industry, in this or any other country. Producers of poultry in all parts of the world have come to regard the Excelsior Incubator as almost indispensable. On pages 66 to 77, I give the reader an idea of the magnitude, extent and importance of my business. The fourteen views of my office, factory and warehouse are what are known as half-tone engravings, made direct from photos taken by flash light process. Each one represents some different department. They are not pictures drawn or "faked" by some sketch artist with a vivid imagination, but are genuine reproductions taken from life.

The reason why I have gone to the expense of getting out the engravings showing interior of my establishment, is to give some idea of what I am doing in the incubator line, and I believe you can get a better idea from these few pages than in any other way, except by paying me a visit. The latch string is on the outside. Come and see me.

INTERESTING INFORMATION.

THE accompanying colored plate shows accurately the development of the chick in the egg. The plate has been prepared at enormous expense, from life, and is absolutely correct. A large number of eggs were placed under incubation, and at the expiration of each twenty-four hours a number were carefully examined and models made therefrom. These original models, life size, are now in my office on exhibition. Great pains have been taken to make the illustration show as plainly as possible the condition of the chick in each figure, and is, without doubt, **the only thoroughly reliable and correct sketch of the development of the chick in the egg in existence.**

Figure 1 represents a fertile egg before being placed under incubation. The development of the chick begins as soon as the proper degree of heat is reached. Commencing at Figure 2, each egg represents the effect of twenty-four hours of incubation, up to the final hatching of the chick on the twenty-first day. At the end of twenty-four hours the first indications of the head are seen. The first rudiment of the heart appears about the twenty-seventh hour and for sometime is undivided, being simply a long tube extending through nearly the whole length of the embryo.

No motion is seen in the heart until about the fortieth hour. The beating of the heart is first seen in the auricle, then in the ventricle. About the third day a membrane, called the *allantois*, and the purpose of which is to supply to the blood of the chick the oxygen which it obtains through the shell from the outer air, is shown; this later envelops the entire organism. The viscidles of blood are also seen pulsating. One of these is the left ventricle, and the other the root of the great artery (*aorta*). On the fourth day the neck and breast are formed, and the limbs begin to appear. A small speck representing the beginning of the eye also appears on the fourth day, but is not distinguishable. During the latter part of the fourth and the early part of the fifth days, progress is very rapid. The heart is more completely formed, and the liver is visible. During the sixth day two drops of blood appear in the heart, and the first voluntary motion of the chick may be observed. The lungs, stomach, intestines, loins and upper jaw all appear during the sixth day. On the seventh day the brain exhibits some consistency. During the eighth and ninth days the bill opens, flesh appears on the breast, the breast-bone is seen and the formation of the ribs begins. By the end of the tenth day the eyes are distinguishable, feathers have begun to form, and scales appear on the legs. During the eleventh day the bill turns a greenish color, and movement is plainly visible. At the end of the twelfth day the eyes are completely formed, and the ribs are perfect at the end of the thirteenth day. During the fourteenth day the spleen approaches the stomach, and the lungs the chest. The bill frequently opens and shuts on the fifteenth day, and the first cry of the chick is heard on the eighteenth or nineteenth day, at which time the chick

ruptures the air cell at the large end of the egg and for the first time breathes through its lungs. It grows continually, until it finally acquires enough strength to break through the shell. The chick breaks the shell by giving two or three smart taps every now and then with a sharp pointed scale, provided for that purpose, on the end of the beak, and which, about two days after the chick hatches, falls off.

In the plate, Figure A represents a cross section of the egg, same as shown in Figure 1—a fertile egg before being placed under incubation. Figure B represents a cross section of an egg after being under incubation nine days, (also see Figure 10).

A healthy chick requires no assistance to free itself from the shell. The head is placed so as to leave room for reaction and to turn around; it thus pecks a circle and breaks around the larger end of the shell, admitting the air by degrees until it becomes gradually prepared to extricate itself. Any attempt to assist it by breaking the shell, especially in a downward direction, toward the smaller end, is frequently followed by a loss of blood which can ill be spared, and from which death may ensue.

During incubation the blood of the chick is aerated by passing through a series of vessels in a temporary respiratory membrane, which lines the inside of the shell. This makes its appearance upon the third day and gives rise to that opacity of the fertile egg which may always be observed. The peculiar sound called "tapping" is merely respiratory, and is not caused by contact of any kind between the beak of the chick and the shell.

During incubation the chick derives its nourishment chiefly from the white of the egg, and not the yolk, as sup-

posed. By close examination you will know the yolk suffers hardly any diminution up to about twenty-four hours before the hatching of the chick. At about the time it begins to be absorbed through the umbilicus, or navel, into the abdomen of the chick, and is, in fact, the nutritious food which the newly-hatched chick is supplied during its early stages of existence. Consequently the chick requires no food until from twenty-four to thirty-six hours after being hatched. It learns to eat and drink without the aid of a hen.

To get fertile eggs, not over seven hens should be put with one cock.

The smallest crack or pin-hole in the large end of the egg prevents its hatching.

As a general rule for hatching chickens 21 days is required; for partridges, 24 days; for pheasants, 25 days; for guinea hens, 25 days; for common ducks, 28 days; for peafowls, 28 days, for turkeys, 28 days; for Barbary ducks, 30 days; for geese, 30 days.

N. B.—Special attention is called to the fact that the colored plate entitled "Development of the Chick," is protected under a special copyright, and I shall protect my rights to the full extent of the law.



THE EXCELSIOR FACTORY.



I HAVE made wonderful improvements and increased my facilities for turning out incubators, brooders and poultry supplies, and can boast, without fear of contradiction, that I have the largest plant in the world devoted exclusively to the manufacture of incubators and brooders. This is my business—nothing else—and I do not run the incubator as a side line, neither do I run a side line with the incubator business. The colored engraving shown on the back of this catalogue will give the reader an idea of the immensity of the Excelsior factory. This, together with the photo-engravings of the various departments, I hope, will prove interesting to the reader.

The Excelsior factory building is said to be, and really is, the most complete manufactory in the country devoted exclusively to the manufacture of incubators and brooders. It is certainly by far the most extensive, having more floor space than all other incubator manufactories combined, the cost of erection, including interior fittings, being nearly \$40,000.

The building is situated in the center of the city, Nos. 114, 116, 118, 120 and 122 Sixth Avenue South, the lot being 65 feet by 100 feet. The building is five stories in height, also basement, making six floors with a total floor space of nearly 40,000 square feet.

Viewed from the outside, it stands out among the surrounding structures with that prominence which characterizes that which is new and bright. The front is pressed brick laid up in brown mortar, with Bedford stone and terra cotta trimmings harmoniously blended. On a condosole in the center of the second story stands a nine-foot terra cotta statue, representing my trade mark, "Excelsior."

The factory is equipped throughout with the very best machinery. I have not hesitated at any expense to procure a machine that would effect an economy in the manufacture of my incubators and brooders, or that would make their construction better. In this respect I am confident that no other manufactory anywhere, used for any purpose, can excel mine.

All my machinery is operated by electricity, and the building is lighted by electricity throughout. I can run the factory day and night, when necessary, and it will no doubt be necessary during the months of the greatest demand for my goods.

My factory has attracted much attention and has been the subject of many favorable notices in our local papers, also in all leading agricultural and poultry papers throughout the country.

The following is taken from the *Farmer's Call*:

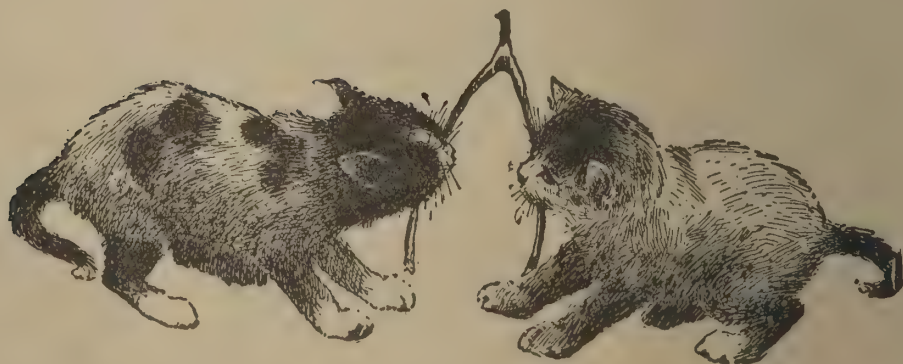


A GOOD SIGN.

“Not many manufacturers are enlarging their plants these times. Probably a majority of manufacturers find existing plants too large. Certainly very few manufacturers are working their plants to the fullest capacity. If now a manufacturer must have greater facilities for what he sells, it is safe to say that the article he manufactures has highly exceptional merit, is sold at a low price compared with the material and workmanship put into it, and that his business is conducted ably, carefully and honestly. On no other grounds can the increase of a legitimate business these times be accounted for. Hence the best testimonial to the superior merit, honest material and workmanship, and the wide popularity of the incubator and brooder invented and manufactured by Mr. George H. Stahl, of Quincy, Ill., and to his honest, painstaking and courteous business methods, is the fact that he has just let the contract for what will be by far the largest factory exclusively used in the manufacture of incubators in the world.

Mr. Stahl has found it necessary to enlarge his manufacturing plant. When very few business men were doing what approached to a satisfactory business, Mr. Stahl found it all but impossible to fill his orders. As each year his trade has increased over that of the previous year, it is certain that his present plant would be inadequate to the demands of the approaching season—hence the new factory at a cost of \$35,000. It will be used exclusively in the manufacture of the Excelsior Incubators and Brooders, and, in fact, every inch of its capacity will be needed. It will be of brick and stone and located near the center of the city. On this account Mr. Stahl will have his office in the building, and every part of the construction of his incubators and brooders will be under his watchful eye. For the approaching season the Excelsior Incubator, supposed by many to be as near perfection as a machine can be brought, has really been much improved, and we are confident that every reasonable purchaser will be more than pleased—he will be delighted.”

NOTE.—Referring to what was said in this quotation about my business methods, I take the liberty of saying that I court the fullest investigation, as the great merits of my incubator and brooder would not alone have been sufficient to build up my present business.





Main Office

Managers Office

CHASE ENG. CO.
NEW YORK

A MODEL BUILDING.

Stahl's New Incubator Office and Factory a Thing of
Business—Most Perfectly Appointed Plant in
the State—An Enormous Business that
Increases Yearly and Brings Great
Benefits to Quincy.

[From the Quincy Daily Herald.]

IT is no exaggeration to say that Geo. H. Stahl's office and factory is the finest in all its appointments, artistic touches and conveniences in the State of Illinois, outside of Chicago. Indeed it may be questioned if there will be found, even in Chicago, with its myriad offices and factories, any more attractive, combining equal elegance with so many useful features. Although the fame of the headquarters of the Excelsior Incubator has extended over a wide territory and here, at Quincy, the public generally know that the Excelsior building is something superior, one needs to pay a personal visit to appreciate all the arrangements for comfort and convenience. It will well repay a visit when the reader has an odd moment to spare, and before he has made the rounds he will be treated to a series of surprises such as greeted a *Herald* representative when he submitted himself to Mr. Stahl's guidance the other day and inspected the whole layout.

Mr. Stahl's private office is a thing of beauty as well as business. Surely business cares must surrender much of their harshness and burden, when they can be wrestled with amid such surroundings; but there is not much opportunity for the head of this big enterprise "to loaf and invite his soul" during business hours. The multifarious

NEWSPAPER CHECKING ROOM



STATIONARY ROOM



MAILING ROOM



CHASE ENCO
Quincy, Ill.

EXPERIMENTAL ROOM



details of such an extensive concern require the most constant and devoted attention. Generalizations are inadequate to convey fully the ideas of the extent of this business. Facts and figures are the things that are tangible and expressive.

Before starting on this tour of inspection the writer asked Mr. Stahl plumply how many incubators he sold last season. "I don't wish to be considered as boasting, and I would rather not give you the exact number," he said. "I don't suppose you would believe me if I told you. But I sold more incubators than all the other manufacturers in the world combined. I sold more in a month than all the other manufacturers in America did all season. I sold more in a week than all the other makers did in a month, and I sold more in a day than all the rest did in a week."

There are no figures, but plenty of facts in that statement, and it conveys freely the impression that there must be several chickens in this and a number of foreign countries who owe their existence to the Excelsior.

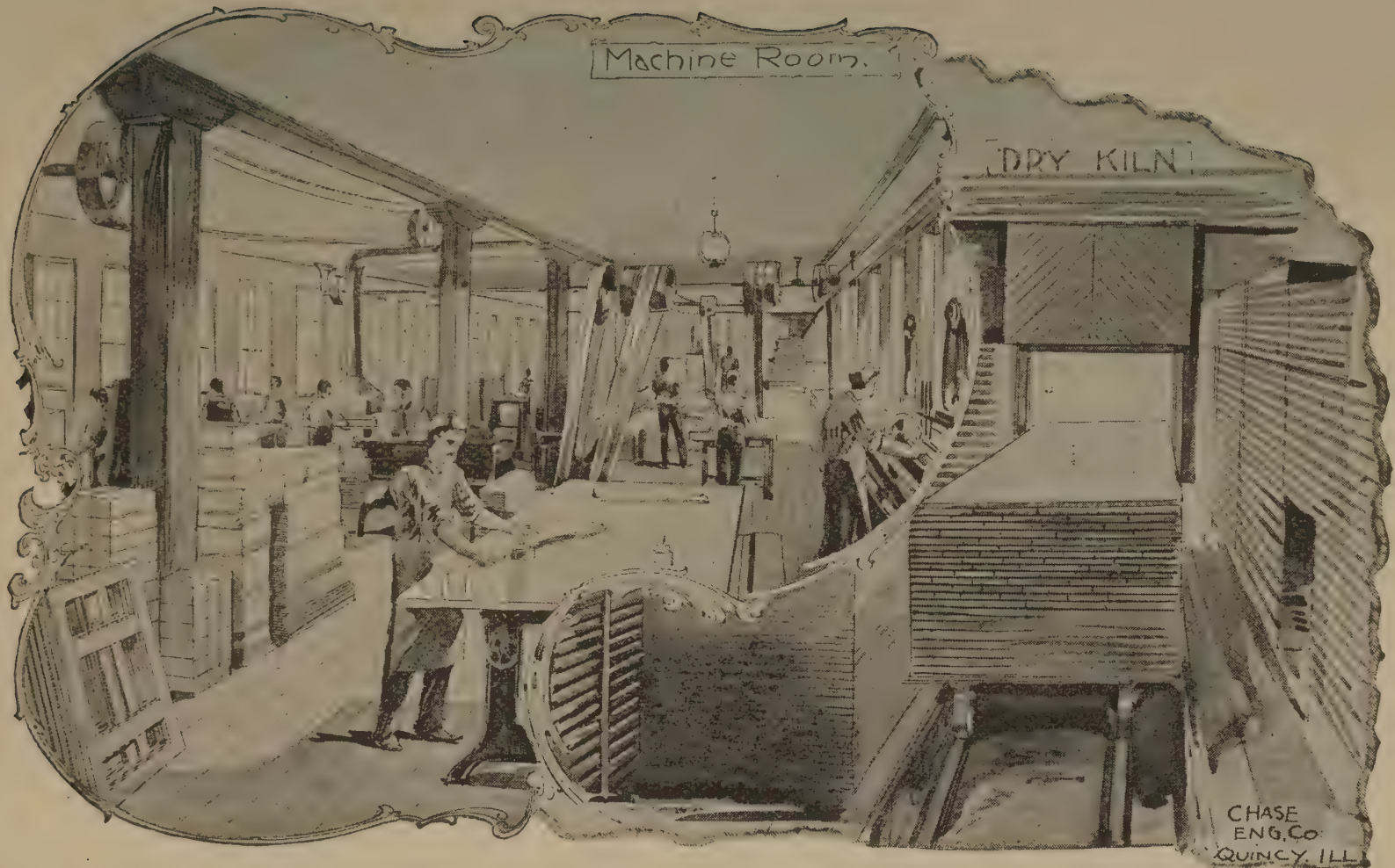
It is a fact that Mr. Stahl's mail last season was one-fifth of the total business of the Quincy post office and required the investment of between \$8,000 and \$10,000 for postage stamps for the outgoing correspondence, catalogues and circulars, while his incoming mail would keep one busy just to count it—it was measured by the bushel. In fact, he has to run considerable of a post office of his own, and one large room in his office suite is devoted exclusively to handling the mail, and postal clerks of his own are employed to make up the tie sacks, to save the post office work and speed the mass of matter on its way to its destination.

Adjoining Mr. Stahl's private office comes the general office for the bookkeepers. This is handsomely fitted up with long oak counters and desks with glass and brass trimmings, as complete and perfect as any bank. From an adjoining room comes the click of many typewriters, and entering, the visitors found eight nimble-fingered young ladies rattling off the day's correspondence. This

Machine Room.

DRY KILN

CHASE
ENG. CO.
QUINCY, ILL.



is the dull season, but later, when orders begin to pour in, there are facilities for at least seventeen typewriters. Their room is very light and airy and comfortable. The fair maidens can find no cause for complaint at their quarters, for few of their vocation enjoy such pleasant surroundings. Adjoining this department is the room where the manager holds sway. This room, as all the office, is richly carpeted and tastefully adorned.

Beyond is the experimental room, packed with incubators in all stages of construction. Here, when the spirit moves him and he has an idea, Mr. Stahl takes it with him and locks the door. When he emerges his idea has become a tangible thing and the next batch of incubators will have an improvement that adds to their value and means more chickens yet from a given number of eggs. For Mr. Stahl, though his business is crowned with a remarkable success, is not content to rest, but counts each year lost unless he can show some marked changes for the better in some of his patent attachments.

Across the hallway are the newspaper checking room, the stationery room with shelves and tables, laden with a mass of incubator literature, and the mailing room—all equally well appointed, convenient and necessary. The whole suite is perfect in its completeness and a model office, exciting admiration and astonishment as each new feature is brought before the visitor's notice.

The Excelsior factory is also in keeping with the office. It is a busy hive of industry, where the many workmen each have their allotted tasks and work together with the harmony and exactness of a piece of mechanism.

In the machine room the seasoned lumber is taken from the dry kiln and receives its first touches. Then it passes to the construction room, where the parts are fitted together, thence to the finishing room, where it emerges a completed incubator. The tank room, where the metal portions are made, is a factory of no small calibre in itself. The hasty tour of the reporter closed with a peep into the shipping room, with its piles of boxed incubators towering



Construction Room



Tank Room

CHASE, ENG. Co
Quincy, Ill.

to the ceiling, awaiting only the marker's brush before the drayman starts them on their journey.

Yes, it is a big industry, and by its prosperity and surprising development brings benefit indirectly to Quincy. It is a matter of encouragement and satisfaction to know that even in these stringent times this thriving enterprise has seen no failing, but rather an increase in the volume of business. And it is only in its infancy. The success attending the use of the Excelsior is the best advertisement, and each year brings added testimonials, which in turn aid the extension of the business. Mr. Stahl, however, believes in printer's ink, and advertises in hundreds of magazines and periodicals, paying out thousands of dollars yearly for that alone, while his present orders for circulars and catalogues and other printed matter has monopolized the presses of one of Quincy's job offices for months, and will for months to come.

That's the sort of concern Quincy likes to see wax prosperous. Heaven send us more of them.







EVERY ARTICLE



HEREIN catalogued is guaranteed to be exactly as represented. I aim to make a permanent friend of every customer. Hence, they may rely on careful attention being given to all orders, which will be promptly filled. Catalogues in French, German and Spanish furnished on application. Correspondence in above languages solicited.

GEO. H. STAHL,
QUINCY, ILL.



EXCELSIOR EGG FOOD.



Will Make Your Hens Lay.

—FOR—

All Varieties of Poultry,

Laying Fowls,

Young Chicks, Ducks,

Geese, Turkeys.

Young Chickens and Turkeys.

It is estimated that one-half of the chickens and turkeys annually hatched die before reaching maturity. When the Excelsior Egg Food is fed according to directions, sick and drooping chicks will never be seen. It supplies all the needed material for forming bone, muscle and feathers, and by its gentle tonic effects strengthens the digestive organs and lays the foundation for vigorous, healthy and therefore profitable fowls. They will also be fitted for market a month earlier than by common treatment.

Moulting fowls should be fed with the Excelsior Egg Food two or three times a week. A little attention during the weakening moulting season will be repaid largely by the early laying condition and fine appearance of the plumage.

For ordinary feed, mix one pound of the "Excelsior" thoroughly with fifty weight of meal, or half meal and half wheat bran, and wet up for morning meal with either hot or cold water.

TO START LAYING RAPIDLY.—In the usual quantity of meal, or bran and meal, for 15 or 20 fowls, stir a tablespoonful of the Egg Food and wet up with hot water in cold weather.

A sure cure for cholera, roup and common ailments of fowls. For young chickens and turkeys mix a teaspoonful with the feed for 15 or 20 and feed them every other day.

PRICE.—Single pound, 50c; 2½ pounds, \$1.00; 6-pound boxes, \$2.00; 10 pound boxes, \$3.50.

Manufactured and for sale by

GEO. H. STAHL, Quincy, Ill.

Excelsior Roup Cure.



The Excelsior Roup and Cholera Cure is guaranteed to cure all cases of Roup, even if both eyes are closed, and all cases of cholera, no matter how bad.

NO CURE, NO PAY.

Price, One Bottle\$0.75
Two Bottles..... 1.25

Address Geo. H. STAHL, Quincy, Ill.

Excelsior Roup Syringe.



The best way to apply cures for Roup and similar diseases to which poultry are so liable. The first figure shows it used externally and the second internally. This Syringe is particularly handy to apply Excelsior Roup Cure.

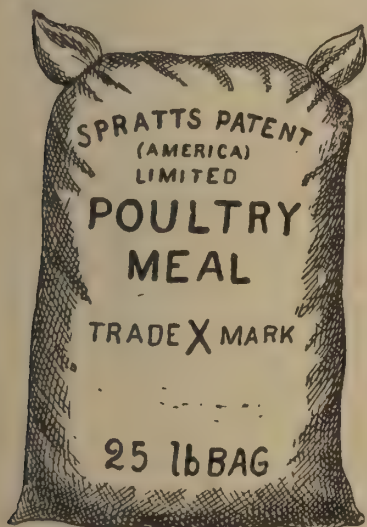
Sent postpaid, with instructions, 15 cents each.

Address GEO. H. STAHL, Quincy, Ill.

SPRATT'S PATENT POULTRY FOOD.

The Cheapest and Best on the Market.

It is neither a medicine nor a condiment, but a specially prepared food, containing all ingredients necessary to develop and bring chicks to the highest state of perfection. It is thoroughly cooked and easily digested.



To rear successfully and bring chicks to the highest state of perfection, they must have, during their early days, a cooked food, and must not be overfed on grain. They require a food composed of cereals, meat, vegetable, bone and shell in judicious combination. Such is SPRATT'S PATENT POULTRY FOOD. There is

nothing like it for young chicks. You will rear nine out of every ten hatched, if you use this food and keep the chicks free from lice.

DIRECTIONS.—Three parts meal, one part water, mixed up crumbly moist; not too dry, but not sloppy.

PRICES.

5-pound bag.....	\$0.50
10-pound bag.....	1.00
25-pound bag.....	2.00

Address GEO. H. STAHL, Quincy, Ill.

Ground Bone and Oyster Shells

FOR POULTRY.



POULTRY raisers should not neglect to use sufficient raw bone, either crushed or in the form of meal. It contains lime as do oyster shells, but it contains animal matter, which is of great value. Bone, when burnt, is of comparatively little value over oyster shells, but when crushed or ground raw, supplies value peculiar to itself. All classes of poultry are extremely fond of it. Care should be taken to have it pure and sweet. It is good for all classes and ages of poultry. For young chicks it should be used in the form of meal, mixing a small quantity two or three times a week with their soft feed, say one quart to a bushel of corn meal.

PRICES.

BONE MEAL FOR POULTRY.

50 pound Sacks.....	\$2.50
100 " ".....	3.50
200 " Barrels.....	6.00

GRANULATED BONE.

50 pound Sacks.....	\$2.25
100 " ".....	3.25
200 " Barrels.....	5.50

CRUSHED OYSTER SHELLS.

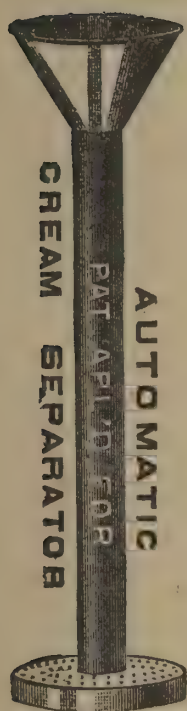
50 pound Sacks.....	\$1.25
100 " ".....	2.00
300 " Barrels.....	5.00

OYSTER SHELL MEAL.

50 pound Sacks.....	\$1.25
100 " ".....	2.00
300 " Barrels.....	5.00

Expressly manufactured for fowls from superior stock.
Pure and sweet.

Address **GEO. H. STAHL, Quincy, Ill.**



AUTOMATIC CREAM SEPARATOR.

**Cheapest, Simplest and
Best Separator Made.**

A CHILD CAN OPERATE IT.

**All the Cream in 15 to 60 Minutes
After Milking.**

**MORE and BETTER BUTTER.
SWEET SKIMMED MILK.**

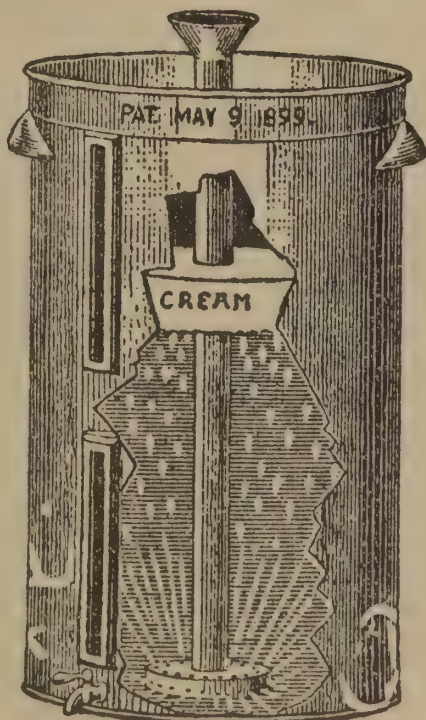
Price, Only \$2.50.

FOR BEST RESULTS we recommend our CREAMING CANS to be used in connection with our Automatic Cream Separator. They are made of a high grade of tin, having two mica gauges and a new patent faucet to draw of the milk and cream, which is easy to clean. Remember, the price of our Separator does not include the can. One Separator is sufficient for the largest dairy, regardless of the number of cans used.

Price Complete Outfit.	Price Can Only.
No. 1 holds 5 gal.,...\$4.50.	No. 1...\$2.00
No. 2 " 10 " ...\$5.50.	No. 2...\$3.00
No. 3 " 15 " ...\$6.50.	No. 3...\$4.00
No. 4 " 20 " ...\$7.50.	No. 4...\$5.00

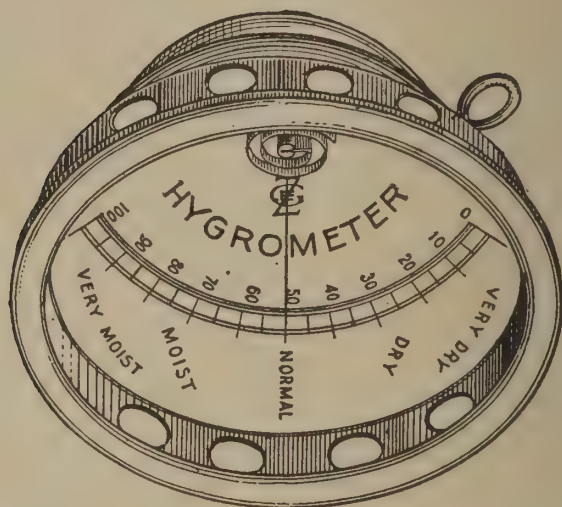
Price of Separator Only, \$2.50.

Creaming Can and Separator.



THE EXCELSIOR

Moisture Gauge or Hygrometer



This is a valuable instrument, not only for incubator use, but for ascertaining the humidity of the air in the living room; also in many branches of manufacture this instrument will be found of great service in regulating the hygrometrical state of the air.

Price Each, \$1.00 Postpaid.

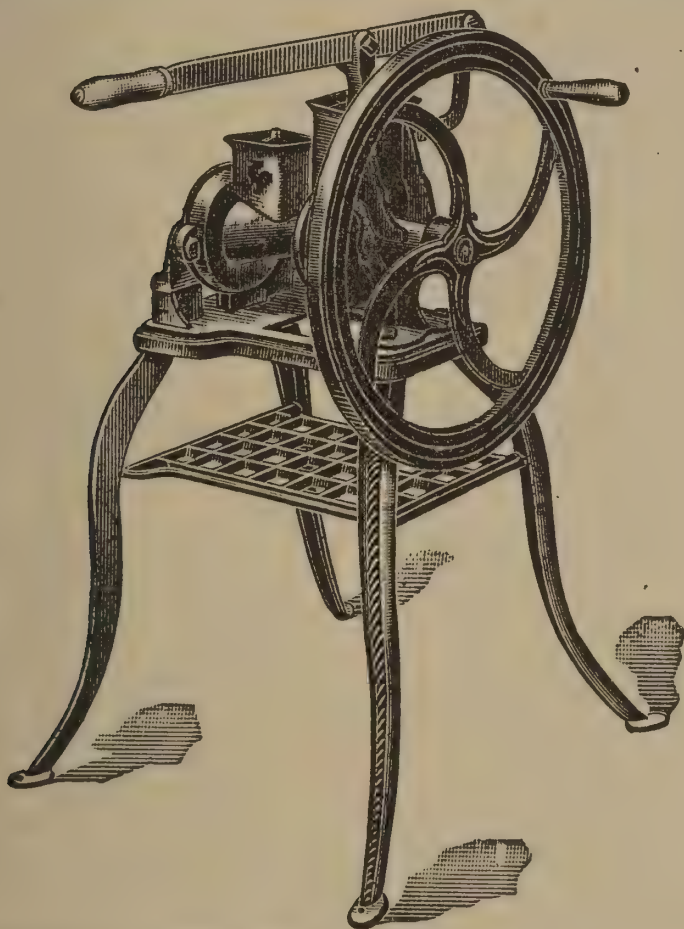
Address GEO. H. STAHL, Quincy, Ill.

WILSON GRINDING MILLS.

No. 1 and Crown Green Bone Cutter
Combined.

Weight, About 175 lbs.

Price Complete for Both with Iron Legs, \$16.00.

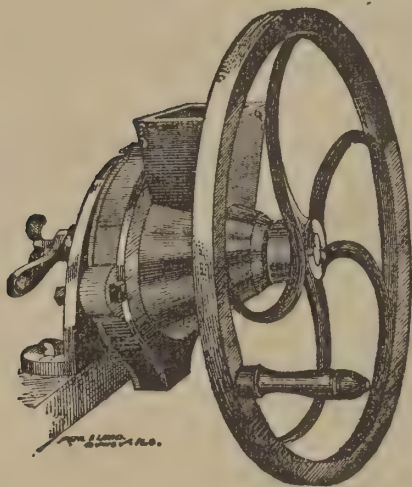


For grinding Dry Bones, Shells, and all kinds of Grain, Green and Greasy Bones and Offal from the table. Anything at all that is to be ground can be done with either one or the other of these mills. The No. 1 has a sieve, and each mill has a pan.

Every mill is guaranteed to work as represented, and no deduction from the prices.

Address GEO. H. STAHL, Quincy, Ill.

WILSON GRINDING MILLS.



NO. 1 MILL.

For Grinding Dry Bones, Shells,
Grain and Other Substances
for Poultry.

Price, \$5.00; weight 35 lbs.
Price, with iron legs, \$7 00;
weight 64 lbs.

Can crush a peck of shells
or bones in fifteen minutes.
Can be adjusted for grinding
coarse or fine.

The Crown Green Bone Cutter.

BEST IN THE WORLD.

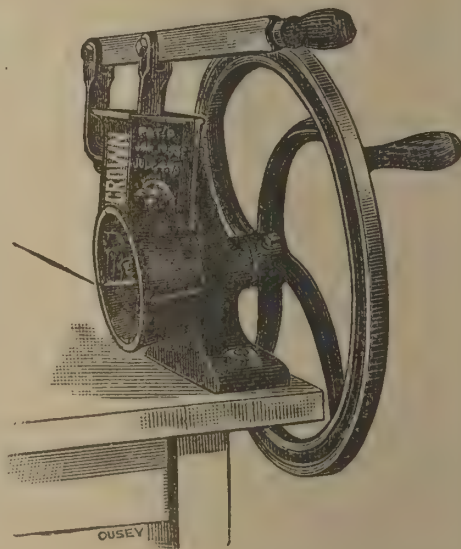
NOTHING CHEAP BUT
THE PRICE,

CAPACITY, 20 LBS. PER HOUR.

Has steel knives; can be
taken out and sharpened
and replaced in a few min-
utes.

Diameter of hind wheel,
22 inches. Weight, without
stand, 50 pounds; with
stand, 80 pounds.

Price, with stand, \$12.00;
without stand, \$8.00.



Address **GEO. H. STAHL**, Quincy, Ill.

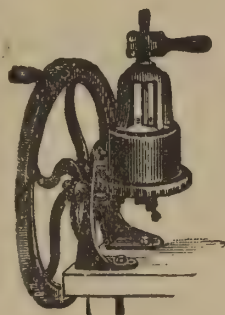
Mann's Bone Cutters for Small Flocks



No. 1 C.
Weight, 30 lbs.
Price, \$7.50.

Many improvements have been added this year. They now feed automatically, both hands are free to operate, and they cannot clog or run hard. It is a perfect small bone cutter, and has no equal for the price.

To insure the best results get the balance wheel. It is worth far more than the difference in price. These machines are very popular with owners of small flocks. They require so little strength that an eight-year-old boy or a woman can run it.



No. 1 B.
Weight, 55 lbs.
Price, \$10.00.

No. 1 B. M.

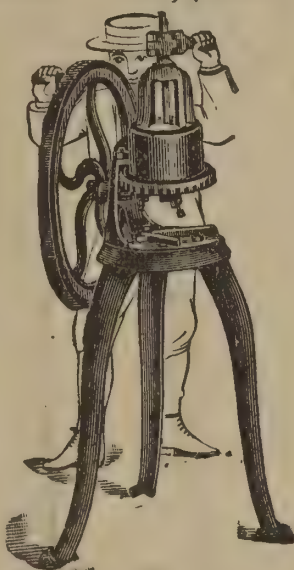
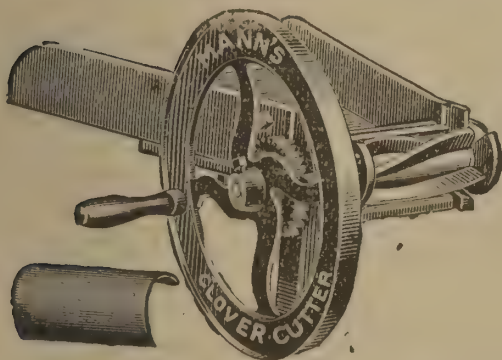
Weight, 80 lbs. Price, \$13.00.

The iron stand is a great convenience as it requires neither time nor expense to set it up.

A BOY CAN RUN IT.

MANN'S CLOVER CUTTER FOR POULTRY.

Made Entirely of Iron and Steel.
Cannot Warp or Shrink.



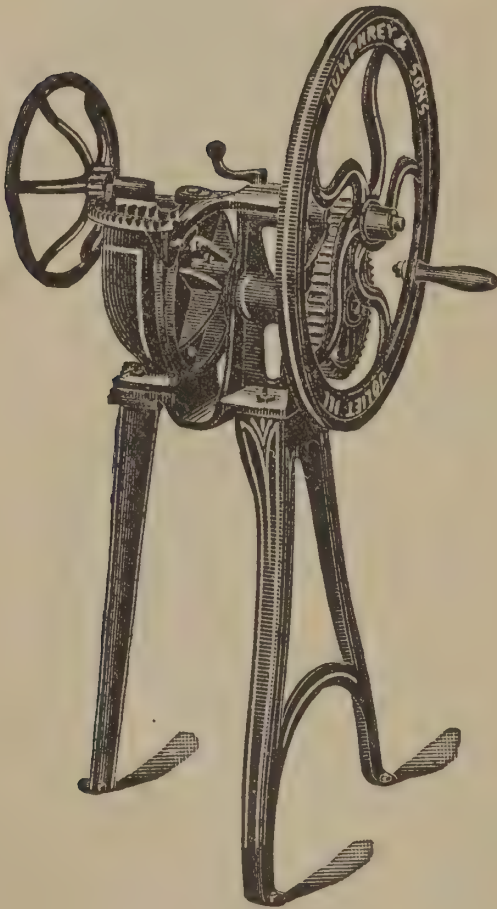
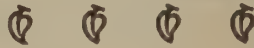
It cuts any kind of hay or clover, either dry or green, and more rapidly than any other. Every revolution of the balance wheel produces twelve cuts, which is four times as fast as the ordinary clover cutter.

Price, \$10.00. With Iron Stand, \$12.50.

Address GEO. H. STAHL, Quincy, Ill.

HUMPHREY'S

Green Bone and Vegetable Cutter.



THIS cutter will do more work in less time and with less power than any other cutter on the market. It is so simple and so substantial that there is nothing to break or get out of order. Can be kept clean with the least trouble.

Guaranteed to be satisfactory in every way.

Price, Only \$12.00 Net.

Address GEO. H. STAHL, Quincy, Ill.

The Gem Clover Cutter.

FOR HAND USE.

ALL IRON AND STEEL. & BEST IN THE WORLD.

Cuts Green or Dry, Fine, Even and Easy.



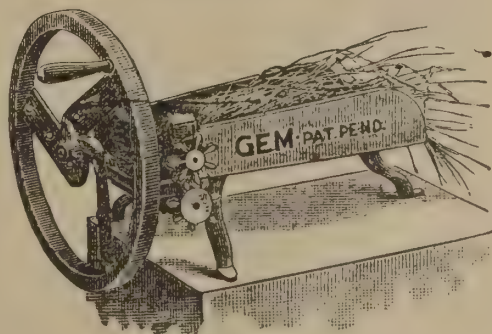
PRICE, \$10.00.

Weight, 70 Lbs.

and the workmanship first-class in every particular. The cutter with *short legs* is intended to set on a bench or table, while the *long legs* stand on the floor. The difference in price is \$1.00.

Every machine is fully warranted.

This is not a cheap cutter, gotten up to last a year and then thrown aside. No pains have been spared to make every part in the most substantial way possible. It has screw feed and adjustable cutter bar which can be taken out and sharpened and replaced. The steel knives are so arranged that they can always be kept square to the cutter bar, making a clean cut. They can be taken out, sharpened and replaced in a few minutes. The shafts are also of steel



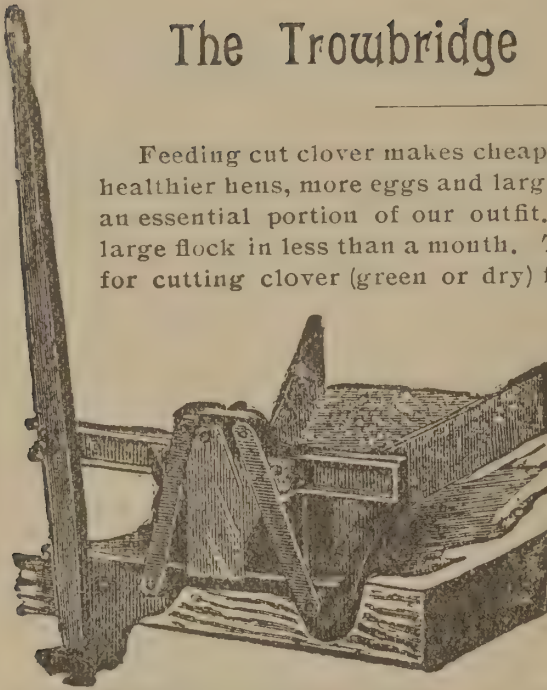
Price \$9.00, Weight 50 Lbs.

Address GEO. H. STAHL, Quincy, Ill.

The Trowbridge Clover Cutter.

Feeding cut clover makes cheaper food for poultry, less labor, healthier hens, more eggs and larger profits. The cutter is now an essential portion of our outfit. It will save its cost with a large flock in less than a month. The best machine in the world for cutting clover (green or dry) for poultry. Also for cutting

cabbages, corn stalks, etc. Can be gauged to cut from $\frac{1}{4}$ inch up. The machine weighs seven pounds. Cuts back and forth. Two cuts to a complete motion. Cuts enough for fifty fowls in one minute.

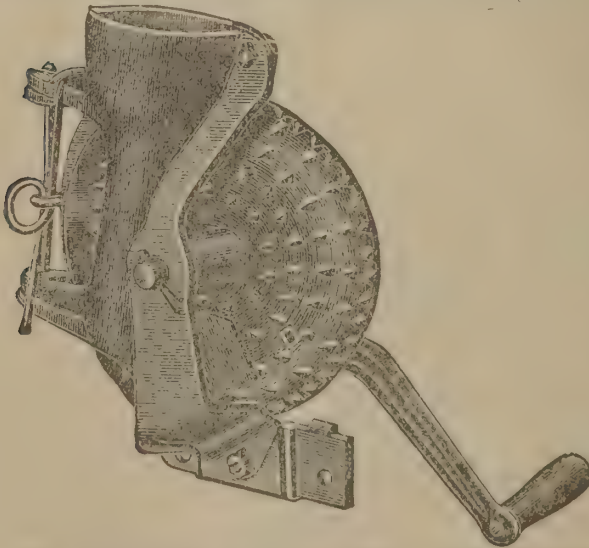


Price, \$3.00.

Excelsior Corn Sheller and Separator.

The cut below shows the EXCELSIOR CORN SHELLER. It may be fastened to a box by clamps, as shown, or by bolts, passing through side of box. It should be placed near the end of the box, to enable it to

throw out the cobs. These shellers are simple, durable and cheap. They will shell all sizes of corn easily and rapidly. Bearings are chilled, the hopper under complete control by a thumb nut. The hopper separator, clamps and wrench are of malleable iron. They weigh about 15 lbs.



Price, \$1.50.

Address GEO. H. STAHL, Quincy, Ill.

A decorative border of numerous small, detailed illustrations of lice surrounds the central text of the advertisement.

ANTI-LOUSE

A HEN-EASE.

A GUARANTEED DISINFECTANT
INSECT POWDER.

NOT POISONOUS OR EXPLOSIVE.

TRADE



MARK

A CHEAP AND EFFECTIVE REMEDY

For all kinds of Poultry Vermin, Lice
on Horses, Cattle, Swine, or Plants, Fleas
on Dogs, Ticks on Sheep, Moths, Bed
Bugs, Roaches, etc.

1 lb. package.....\$0.25.

5 lb. package..... 1.00.

Address GEO. H. STAHL, Quincy, Ill.

WATER-PROOF PAPERS

◆ ◆ FOR POULTRY HOUSES ◆ ◆



Neponset Red Rope Sheathing and Roofing Paper.



THIS paper is made of Rope Stock, has great strength and durability, and is absolutely Water-Proof and Air-Tight. This sheathing, when put on according to directions and painted, makes a good, cheap roofing for sheds, poultry houses, etc. It is also used to great advantage in place of back plastering, and while less than one-third the cost, it is admitted by contractors that the paper will keep a house warmer and dryer than back plaster.

NEPONSET ROPE.—This is made extra strong and absolutely water-proof. Put up in rolls 36 inches wide, containing 250 and 500 square feet.

Rolls containing 500 square feet.....\$6.00 per roll.

Rolls containing 250 square feet..... 4.00 per roll.

Directions for applying accompany each roll.

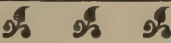
XXX Rope Insulating Paper.

I guarantee this water and air-proof. It is clean to handle, odorless, does not shrink or waste. It is unsurpassed under clapboards or shingles, and placed under iron or tin roofs prevents corrosion. It is also adapted for slate roofs. This paper will not lose its water-proof qualities when exposed to the severest weather, and is as water-proof in the center as the outside. Put up in rolls 36 inches wide, containing 500 square feet,

Rolls containing 500 square feet\$4.50 per roll.

Address **GEO. H. STAHL, Quincy, Ill.**

EMERALD BRAND
PREPARED ROOFING



My Emerald Brand Prepared Roofing is composed of of two or three thicknesses of best wool-tarred felt, cemented together with water and acid-proof composition, and after-ward compressed into a strong, thick fabric by passing through heavy calendar rolls. It is then rolled up on a solid wooden core in rolls of 108 square feet, 32 inches wide, each roll containing sufficient to cover one square, 10x10 feet, and allow two inches for laps.

Price of 2-ply, per roll.....	\$2.25
Price of 3-ply, per roll.....	3.00

Fig. 1.



The above cut shows the formation of the 2-ply roofing; “a a” being two layers of wool felt, and “b” a water-proof composition cementing them together.

Fig. 2.



The above cut shows the formation of the 3-ply roofing; “a a a” being three layers of wool felt, and “b b” two layers of water-proof composition cementing them together.

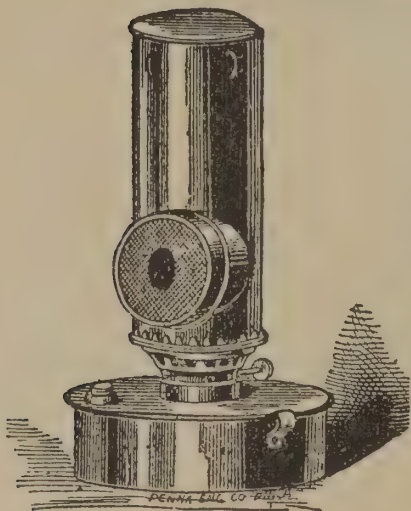
Double-Thick, One-Ply Prepared Roofing.

This roofing is formed from an extra heavy ply of Emerald Tarred Roofing Felt, and is put up in rolls 32 inches wide, sufficient to cover 200 square feet and allow two inches for lap.

Price, 1-ply Roofing, per roll of 200 square feet, \$3.00.

Address GEO. H. STAHL, Quincy, Ill.

EXCELSIOR EGG TESTER.



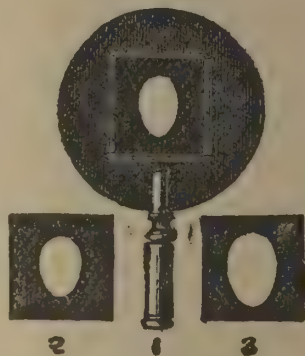
There seems to be among some persons a misapprehension regarding the use of these articles. I frequently have inquiries for an Egg Tester which will tell in advance whether the eggs are fertile or unfertile. This can not be done either with an Egg Tester or any other known method. Neither can it be done until the egg has been under the proper heat sufficiently long to develop the rudimentary center of blood circulation, which is usually in 36 or 48 hours. The heart complete is not formed until the sixth day. With white-shelled eggs the germ can easily be seen on the third day; but with dark-shelled the fertility cannot certainly be told until the fourth

or fifth day. I offer for this purpose the above Tester, which is an improved form of an ordinary lamp; metal chimney with an opening on the side. To test eggs, light the lamp, place the egg against the felted opening and the germ can soon be detected. This Tester should be used in a dark room. I recommend this as the most powerful and best Egg Tester on the market.

PRICE, 75 CENTS.

THE IDEAL EGG TESTER.

These Testers are to be used in a dark room with a good lamp. They are fitted with black diaphragm of three different sizes. The egg is placed before the diaphragm opening and the Tester held before a lamp in a dark room and the germ in the egg can be clearly seen.



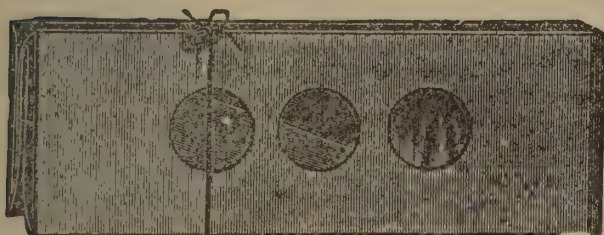
Price, Each by Mail, 75 Cents.

Address GEO. H. STAHL, Quincy, Ill.

GEM EGG TESTER.



(OPEN)



(FOLDED)

Eggs that are fertile, or WILL HATCH, will, after they have been under incubation for a few days, begin to mix or generate, and cause them to look dark. A good Egg Tester will enable you to detect fertile from unfertile eggs at a glance, and is a necessity to any one raising poultry.

The GEM TESTER is made especially for me.

Price, 35c,

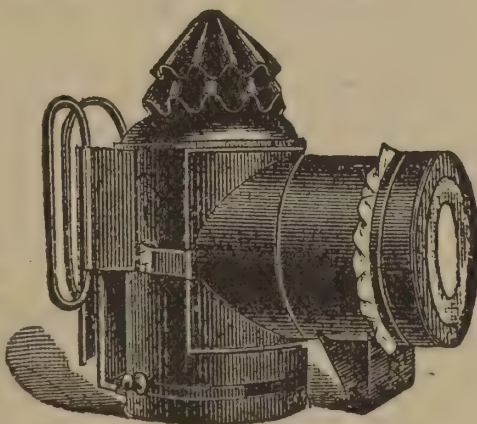
Cash With Order.

Will mail, postpaid, on receipt of price.

Directions accompany each Tester.

UTILITY EGG TESTER.

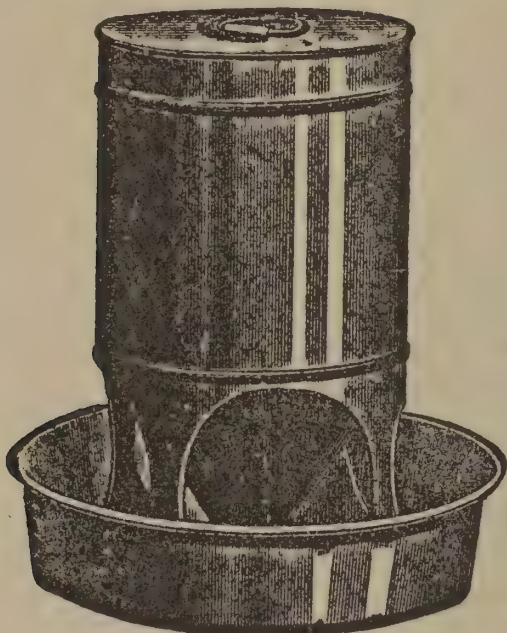
The Utility Egg Tester is an improved form of the ordinary "Police Lantern," fitted with a "bull's eye" magnifying glass and a telescopic slide, by which the light of the lens can be concentrated upon the eggs; the latter being held against the felted opening on the end of the slide. This Tester must be used in a dark room, and should be placed in front of the person using it, on a box or stand, about on a level with the eyes.



Price, Complete, Each, \$1.50.

Address GEO. H. STAHL, Quincy, Ill.

The Simplex Drinking Fountain for Poultry.



The necessity of an Automatic Drinking Trough has long been acknowledged by all who have had the care of poultry, the trouble, having been that those introduced up to this time have been unreliable for practical use. I offer my Automatic Drinking Fountain, after many years' experience in the care of fowls, with full assurance that it will completely fill the bill.

Its many advantages are:

1. SIMPLICITY, DURABILITY and PRACTICABILITY.
2. The WATER IS ALWAYS CLEAN, as no large body of water can collect and remain in the trough, thus removing a great source of danger to fowls from contagious diseases.
3. The cylinder is made of galvanized iron and can not rust.
4. Being automatic, it needs no other attention. Wherever my Fountain has been used it has received the highest commendation.

Price: Quart size, 50c; Half Gallon, \$1.00; Gallon, \$1.25.

Excelsior Drinking Fountain.

This Water Fountain is made in one size only, holding nearly one gallon, and is of galvanized iron. It is filled through an opening through the bottom, which is closed with a cork. The water is supplied to the cup only as fast as it is used, thus keeping clean and pure a long time. It is hung on a post or against the side of a building, high enough above the ground, so that the fowls can not scratch dirt into the cup.

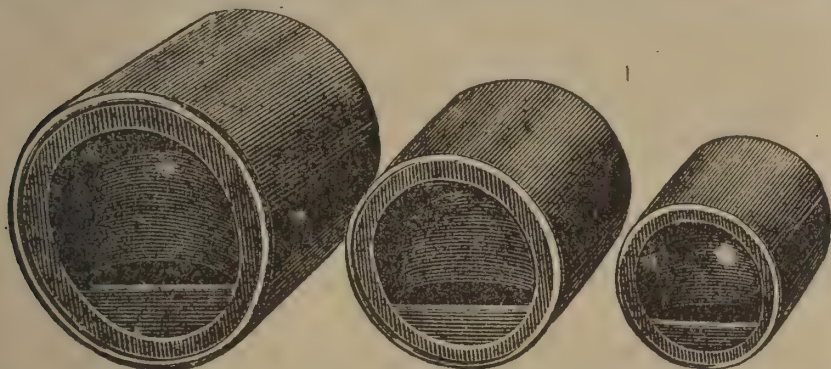


Price, Each.....	\$0.75
Per Dozen.....	7.50

Address GEO. H. STAHL, Quincy, Ill.

PATENT STONEWARE DRINKING FOUNTAIN.

THEY are of the best stoneware material, three sizes; two quart, one-gallon and two gallons, for pigeons and poultry, and the two gallons are convenient for bees. They are nicely finished and an ornament to any yard. They keep the water cool and clean, and chicks and birds from getting wet. Never rust, wear out, tip over, or get out of order. Easily filled, easily cleaned, and the price within the reach of all.

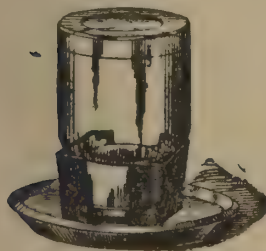


To fill, set it upon end and pour the water in; then lay it down on its side, as shown in the engraving, and a vacuum is formed, which keeps the water in, but allows free access to it. To clean, if it needs it, fill with water and sand, take it sideways and shake water and sand out.

Many do not appreciate the necessity of a fountain; but impure water, caused by exposure to the sun, and filth scratched into old crocks and pans, are the cause of much disease and death in the poultry yard, loft and cages. Chicks also get into open jars and either drown or get wet and die. Saving the life of one valuable bird will pay for a dozen fountains.

Two Quart.....	Weight, 3 lbs.—	Each, \$0.50;	per dozen, \$4.20
Gallon	“ 6 lbs.—	“ .65;	“ 6.00
Two Gallon	“ 12 lbs.—	“ 1.00;	“ 8.00

Delivered free on board.



Self-Acting Drinking Fountain.

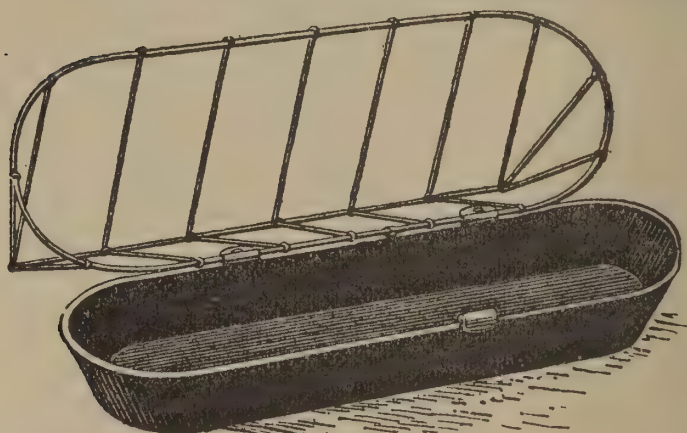
The glass bottle is filled with water and inverted in the trough. As the supply in the trough is used up, air enters the bottle and the water descends, keeping the level at the same height as long as there is any water in the bottle.

This fountain is designed especially for use in brooders and for small chicks.

Price, each, 25c. Per dozen, \$2.00.

Address GEO. H. STAHL, Quincy, Ill.

THE EXCELSIOR FEEDER.



(OPEN.)



(CLOSED.)

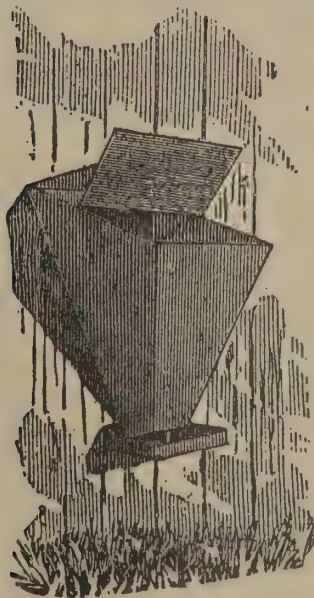
The **EXCELSIOR FEEDER** is designed for young chicks or ducklings. It is of metal, about one foot long. The top is movable, as shown in cut. The wires prevent dirt from falling into the feed and keep the chicks from falling into the trough. They are made with wires one inch apart.

For **YOUNG CHICKS**, after the first week, I recommend it very highly, and for ducklings it is the best and most saving Feeder we have ever seen.

Price, 75 Cents

Each.

THE MODEL FEEDER.

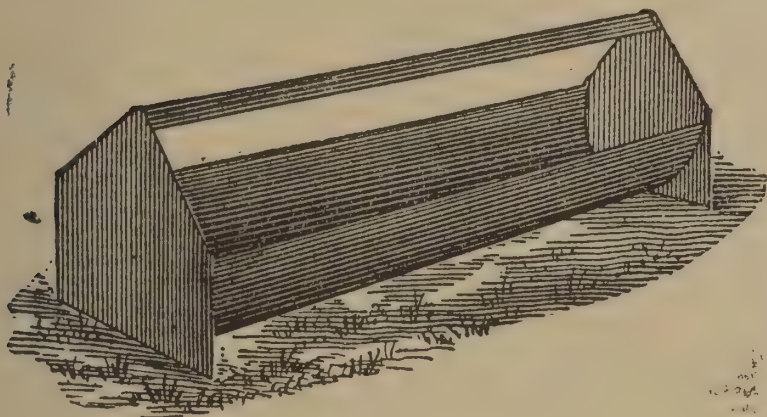


The Model Feeder is designed to be used for either fowls or chickens. It is for dry food, grain or cracked corn. Can also be used for bone meal, oyster shells, crushed grit, etc. The food is put in at the top; the lid shuts down; it works down into the cup only as fast as it is eaten. There is no waste, and no dirt or wet gets into it. For those who like to keep feed standing where fowls can get at it at all times, it commends itself. It is made of metal and holds between three and four quarts.

Price, each, 75c. Per dozen, \$7.50.

Address **GEO. H. STAHL**, Quincy, Ill.

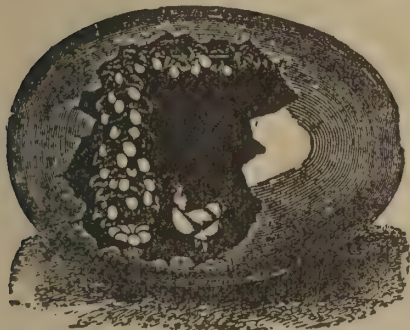
THE ROYAL FEEDING TRAYS.



(GALVANIZED IRON).

Price, 50c Each; \$5.00 Per Dozen.

JAPANESE NEST-EGG.

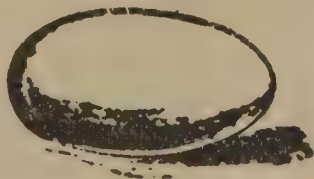


Resembling in color, shape and size the eggs of hens; they do not crack, and are uninjured by cold or wet, and therefore make the best nest-eggs. Price, per package of seed, 25 cents; 3 for 50 cents. One package of seed will yield about one peck of nest-eggs.

CHINA NEST-EGG.

They are just the thing for the purpose. No danger of getting stale eggs mixed with fresh ones when you use them. Neither can hens break and eat them, like stale eggs.

Price, 50 cents per dozen by express;
75 cents per dozen by mail.



Address GEO. H. STAHL, Quincy, Ill.



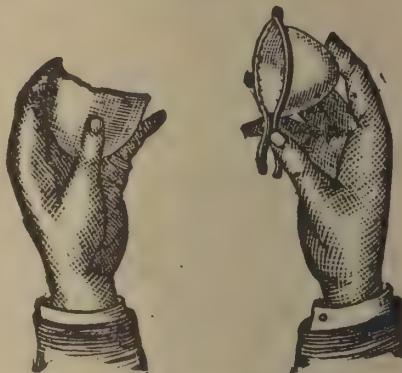
THE EXCELSIOR EGG HOLDER.

This little device will be found very convenient in holding eggs which you desire to open and examine. By its use you avoid getting the contents of the egg all over your hands. The sides of the holder secure the egg firmly, as they are thin and very flexible.

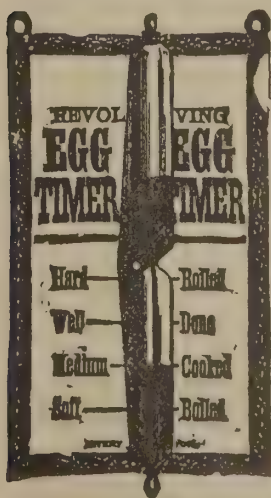
Price, each, nickel plated, by mail, 30 cents; per dozen, \$2.50.

THE EXCELSIOR EGG OPENER.

I recommend the use of this opener in connection with the Excelsior Egg Holder, or it can be used separately, as shown in cut. Directions for use: Place the egg opener on one end of the egg, so as to take off about one quarter of the shell; raise the handle of the opener and the shell will part.



Price each, nickel plated, by mail, \$1.00; per dozen, \$8.00.

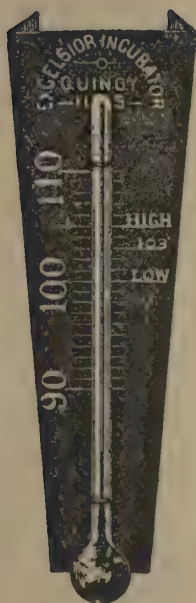


Revolving Egg Timer.

Shows when eggs are boiled soft, medium or hard, by the sand climbing up the graduated scale.

Price, each, by mail, 50 cents. Per dozen, \$4.00.

Address GEO H. STAHL, Quincy, Ill.



Tested Thermometers.

A good thermometer is an absolute necessity for successfully operating an incubator, as a variation of a few degrees in temperature oftentimes means failure. The cheap thermometers usually sold at the stores are entirely worthless for incubators. The Excelsior Thermometers are made expressly for me by one of the oldest and most reliable manufacturers in America. The Excelsior Thermometers are mounted on a special shaped back, which I find more convenient for placing on the eggs than the usual style.

By mail, postpaid, 90 cents each, or two for \$1.50.

THE EXCELSIOR Electric Alarm Thermostat and Bell.



This apparatus sounds an alarm whenever the temperature rises above or falls below any required point.

It is designed for use in incubators or any place where the maintenance of an equal temperature is of importance.

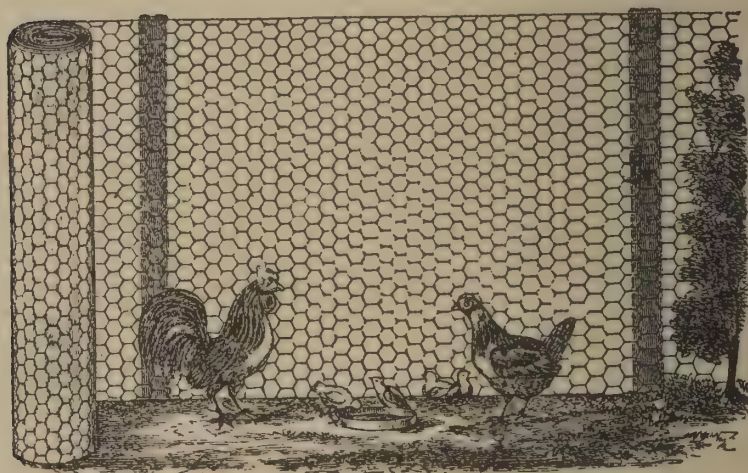
It can, when desired, be arranged to sound at any distance from the thermometer, and in this way may be used as an infallible guard against risk of overheating or chilling eggs.

Price, Complete, by Express, \$8.00.

Address GEO. H. STAHL, Quincy, Ill.

EXCELSIOR GALVANIZED WIRE NETTING.

THE BEST POULTRY FENCE.



Absolutely sure not to injure person or stock. Will not burn or rot; very strong; lasts a lifetime. Cheapest and best Twisted Wire Rope Salvage. No paint needed. Never rusts. Very ornamental.

Price, 2x4 mesh, any width, 2 cents per square foot.

FRENCH POULTRY KILLING KNIFE.



Every poultry raiser should have one of my Killing Knives. They are made of finely tempered instrument steel, with nickel handle; will last a lifetime. It will be one of the best investments you ever made. Sent securely packed, by mail, on receipt of price.

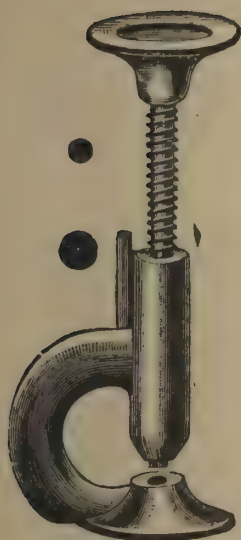
PRICE, EACH, BY MAIL, 50 CENTS.

Gape Worm Extractor.



PRICE, POSTPAID, 25 CENTS EACH.

Address GEO. H. STAHL, Quincy, Ill.



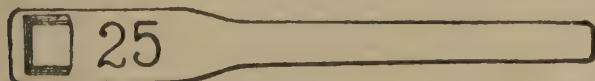
Poultry Marker.

THIS little instrument is for marking young and old chickens and all kinds of fowls. It is invaluable to breeders and farmers, as the marking will enable them to recognize their own fowls at a glance by marking the web of the foot or skin of the wing. It is a great advantage for marking young chicks. The eggs are marked from the different breeds, and as soon as the chicks are hatched they are marked. By so doing you can tell their age and every detail in regard to them. The punch is worth its price several times over in detecting the chicken thief. The cut shows its full size. It has steel cutter and spring, is

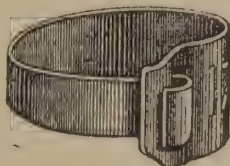
nickel plated, and made small and neat to carry in the vest pocket.

PRICE, BY MAIL, 25 CENTS.

LEG BANDS.



Made of special soft metal. They are easily and quickly placed in position and adjusted to the size of the fowls leg. One most desirable feature is that the band, when closed, presents a perfectly smooth and true surface on the inside, leaving no projections to chafe the legs and cause discomfort to the fowls. Our prices are low, so that every poultryman can afford to mark his own fowls.



Price, 15c. per dozen; \$1.50 per gross.

EXCELSIOR HARE MARKER.

Mark Your Hares and Avoid Trouble with Your Neighbors.

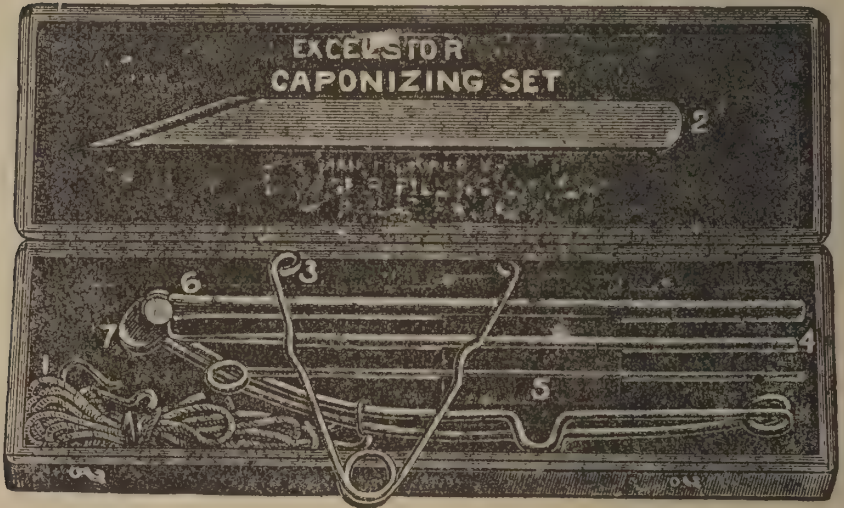
PRICES—POSTPAID.



1 dozen	25c.	2 dozen	35c.
50 for	65c.	100 for	\$1 00

Address GEO. H. STAHL, Quincy, Ill.

EXCELSIOR CAPONIZING INSTRUMENTS.



Poultrymen can double their profits by caponizing their chicks. The operation is very simple—the instructions so full and explicit that any man, woman or child, after a careful reading, will be able to perform the operation. It is highly successful from every point of view. The demand for capons far exceeds the supply, the price per pound being twice as much as for ordinary chicks. The object of caponizing is to largely increase the weight of fowls, causing them, in many cases, to grow as large as turkeys and weighing from ten to fifteen pounds, to make the meat a finer and sweeter flavor and very juicy and tender. Again, capons are worth \$1.00 to \$1.50 more than cocks not caponized. They are much quieter disposition. A cock in chasing around the yard will run off flesh almost as fast as put on. In the more quiet capon the same amount of food goes to make flesh, bone and profit. With the proper instruments caponizing is a simple lesson, wholly mastered by a few moments' study. Fully realizing the necessity of having proper instruments, we have arranged with a reliable instrument manufacturer to supply us with these instruments.

Complete, with instructions.....\$2.50

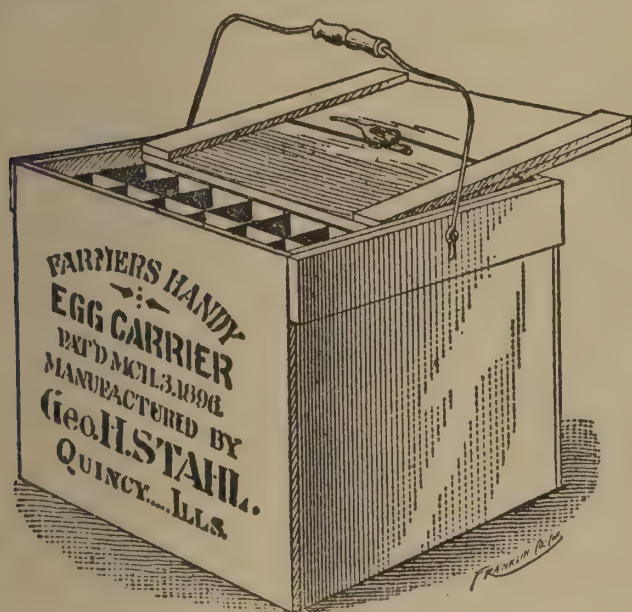
In velvet-lined case, as per engraving..... 2.75

We send book, "Complete Guide for Caponizing," with every set.

Address GEO. H. STAHL, Quincy, Ill.

Farmer's Handy Egg Carrier.

This cut represents the **Farmer's Handy Egg Carrier**, an article supplying a long felt want. It is convenient, light and durable, and will carry any number of eggs up to twelve dozen. The lid being adjustable, fitting inside of case and arranged with a neat automatic lock, enables one to lock it at any point. The lock consists of a simple and novel patent arrangement composed of lever, rods and spring. By turning the lever over till it touches casting on



lid it will lock the follower on lid at any point. By turning it opposite till it touches the casting it will unlock and free the lid.

It is a well established fact, that by turning eggs frequently, you keep them from congealing or settling; hence eggs may be kept fresh

and palatable for a long time with the use of this carrier. One can adjust the lid according to quantity and thereby turn all the eggs at the same time without injury, by simply locking the lid and turning carrier on its side. You can turn carrier and eggs whenever you wish.

Price, Each, 50 Cents; Per Dozen, \$5.00.

Special price on gross lots.

Address GEO. H. STAHL, Quincy, Ill.

NORTH STAR...

EGG CASES.

I supply two styles of egg cases. The North Star No. 2 is the regular case of commerce. The North Star No. 1 is the best case made, and can be shipped back and forth without being damaged. This case is furnished with patent spring fasteners.



PRICES.

- North Star Egg Case—30 dozen—No. 1, with
fillers, complete, as shown in cut.....60 cents each.
- North Star Egg Case—30 dozen—Medium,
with fillers, complete.....50 cents each.
- North Star Egg Case—30 dozen—No. 2, with
fillers, complete.....40 cents each.

Special prices given on large lots of fillers or cases
complete or knocked down, on application.

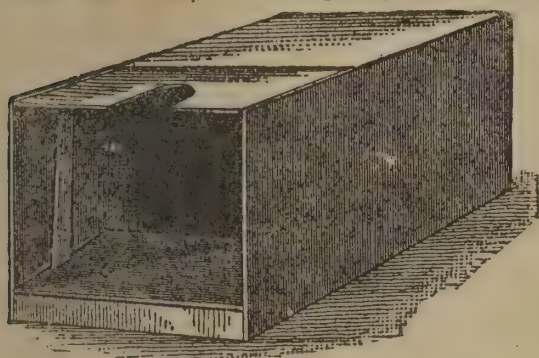
Address GEO. H. STAHL, Quincy, Ill.

Automatic Nests for Hens.

No More Roosting on Nests.

Automatic Nests are Simple, Reliable, Compact and Cheap. These Nests Have No Weights, Pulleys or Springs.

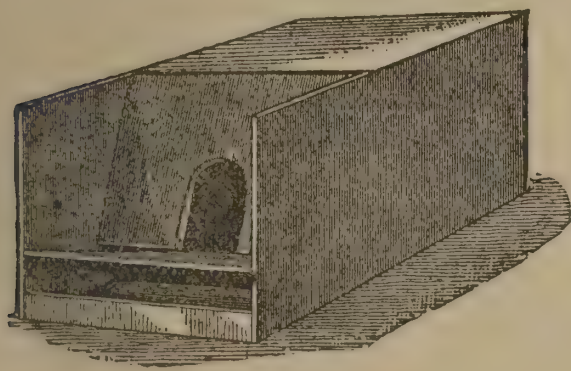
These Automatic Nests allow but one hen on at a time. Cut No. 1 shows the nest as it appears when open. In this position, no fowl can close the door without going in the nest. When the hen enters the nest the door closes behind her, as shown in cut No. 2. In this position no other fowl can get in to disturb her, and as she leaves the nest, the door automatically raises to its open position, when it is ready for another.



Cut No. 1.

of order. No more broken eggs by the hens all crowding on one nest. Eggs broken in the common nests will in a short time pay for an Automatic Nest. No more roosting in the nest, for it is entirely

This nest is very simple, durable and compact, as there are no weights, no pulleys and no springs to get out enclosed. This nest is indispensable for hatching purposes, the bottom of the nest is perfectly solid and immovable. The nest can be easily cleaned by raising the door as far back as it will go.



Cut No. 2.

**Price, \$1.00 Each,
3 for \$2.50.**

Address GEO. H. STAHL, Quincy, Ill.

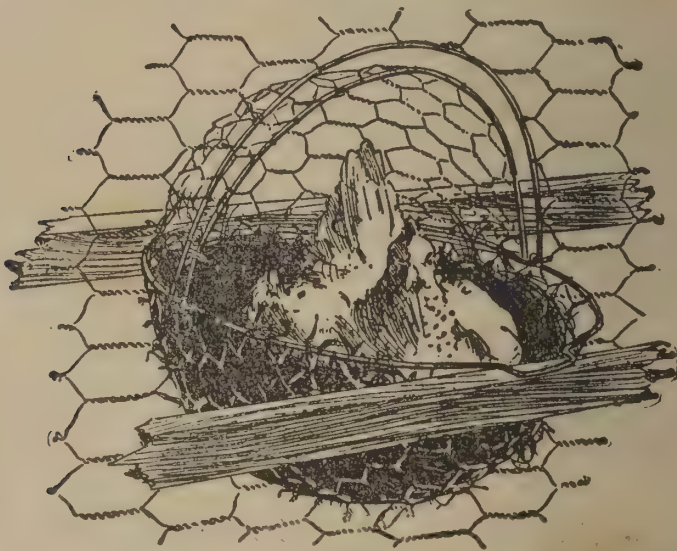
WIRE HEN'S NESTS.



These nests are strongly made from heavy wire, and will last a lifetime. There is no room on them for lice to find a lodging place, and they are easily kept clean.

Price, 20 cents each; per dozen, \$2.00.

WIRE SETTING NESTS.



This is something that many poultrymen have been looking for for a long time. The hen can be kept on her nest by the revolving cover, which also permits of examination from the hallway if the nests are fastened to the partition. With these nests it is an easy matter to keep the hens from being bothered with lice, and they are an addition to any poultry house.

Price, 50 cents each; per dozen, \$5.00.

Address GEO. H. STAHL, Quincy, Ill.

The Excelsior Sprayer.



Just the thing for poultrymen to apply whitewash to their hen houses. To exterminate lice and insects. To disinfect your sheds and coops. Every corner can be reached.

It is also useful for spraying fruit trees, grape vines, etc., to prevent the diseases which usually affect them. It will also kill destroying insects, potato bugs, currant worms, etc.

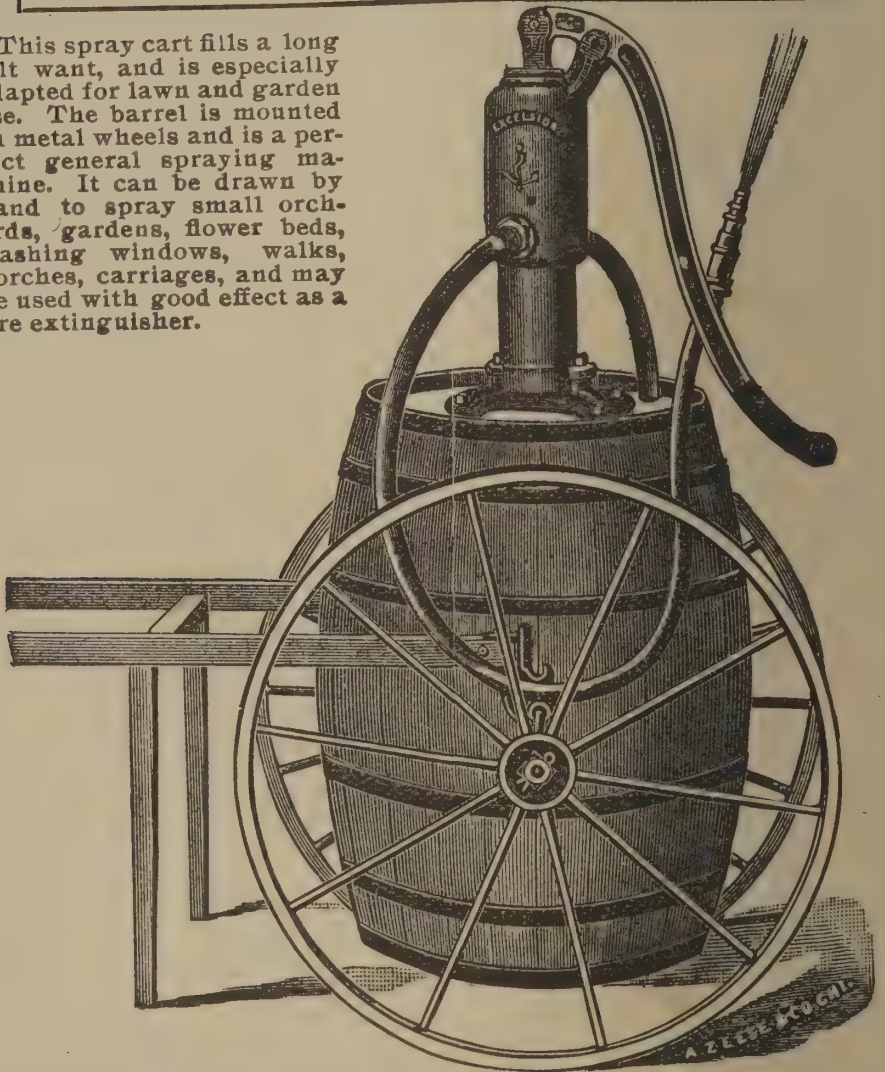
Price, with Complete Directions for Using and Making Mixtures, \$5.00.

Address GEO. H. STAHL, Quincy, Ill.

EXCELSIOR SPRAY CART

The Best and Cheapest Spraying Apparatus on the Market.

This spray cart fills a long felt want, and is especially adapted for lawn and garden use. The barrel is mounted on metal wheels and is a perfect general spraying machine. It can be drawn by hand to spray small orchards, gardens, flower beds, washing windows, walks, porches, carriages, and may be used with good effect as a fire extinguisher.



This outfit is furnished complete with cart and barrel, on which is mounted one of the Excelsior Spraying Pumps, including eight feet of discharge hose and an Excelsior Spraying Nozzle, which can be regulated to throw any desired spray as wanted, or a solid stream, if so desired. The return hose is also furnished, which will keep the liquid continually stirred and mixed, which is a very essential point in favor of this pump. Its use in spraying lawns, flower beds and gardens, where water pressure is not available, can not be over-estimated.

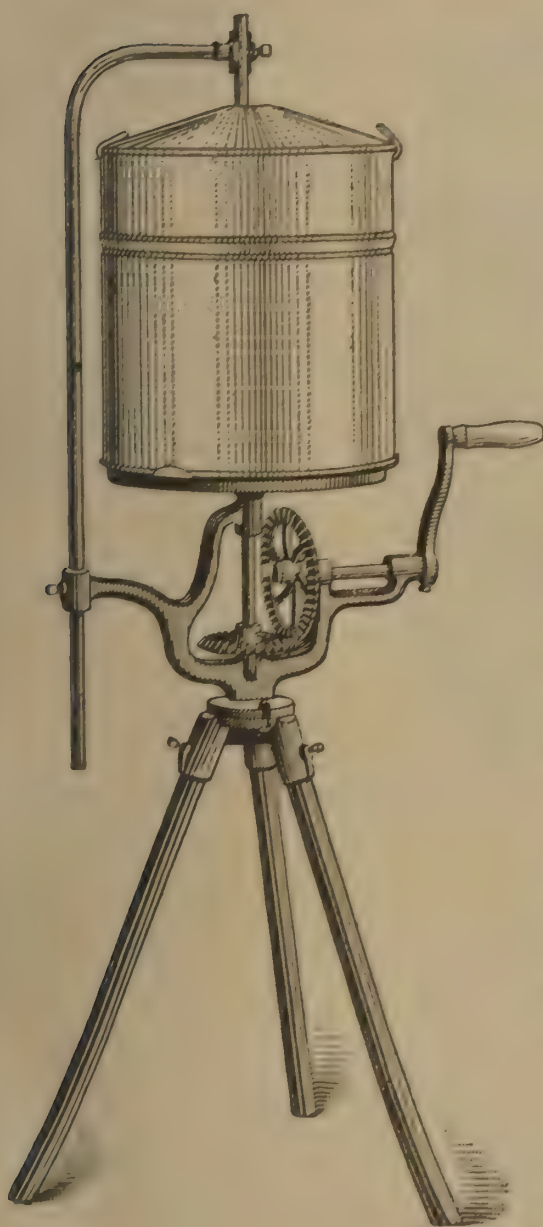
Price, Complete, Including Barrel and Pump, \$19.00.

Address GEO. H. STAHL, Quincy, Ill.

THE SIMPLEX CHURN

IS THE

Quickest Butter Getter on the Market.



Light-Running,
Strong and
Durable.

MAKES more and Better Butter than any other churn. Made of malleable iron and tin, it is always sweet, and cleans easier than any wooden churn.

Don't waste time on old-fashioned churns.

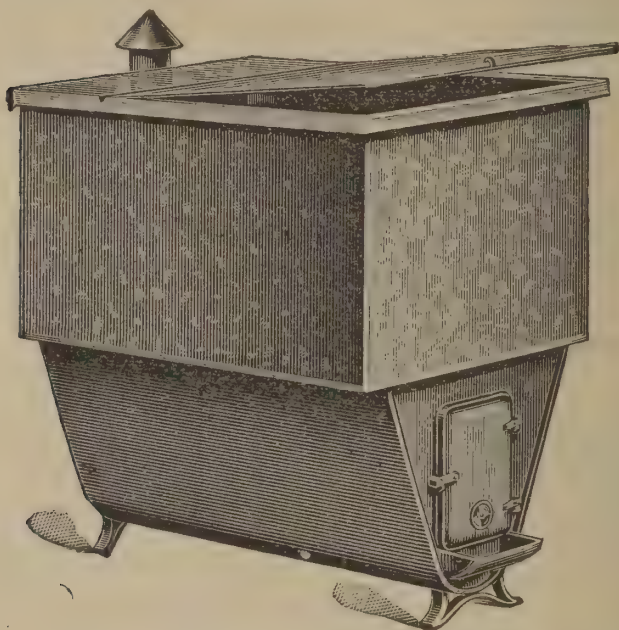
Will last a lifetime. Will churn one to eight gallons at a time. Order now.

Price, only \$5.00.

EXCELSIOR FEED COOKER AND HEATER.

Double Its Value.

The value of food given to poultry is represented by the eggs produced by the fowls. If giving fowls properly cooked food will double the egg product, and will also cause them to take on flesh, then it is well worth consideration by the poultryman.



Guaranteed just as represented in the illustration, or money will be refunded.

The Excelsior Feed Cooker and Heater can be used to great advantage for cooking all sorts of chicken feed. It will double the food value of corn and other grains. With it clover hay can be steamed, chopped fine and fed to fowls and they will consume it greedily and with as much benefit as they will fresh clover if a little corn meal is mixed with it to make it palatable.

MADE IN THREE SIZES.

25-gallon, \$12.50; 50-gallon, \$14.50; 100-gallon, \$21.50.

Address **GEO. H. STAHL, Quincy, Ill.**

CHEAP GOODS ARE NOT GOOD GOODS,

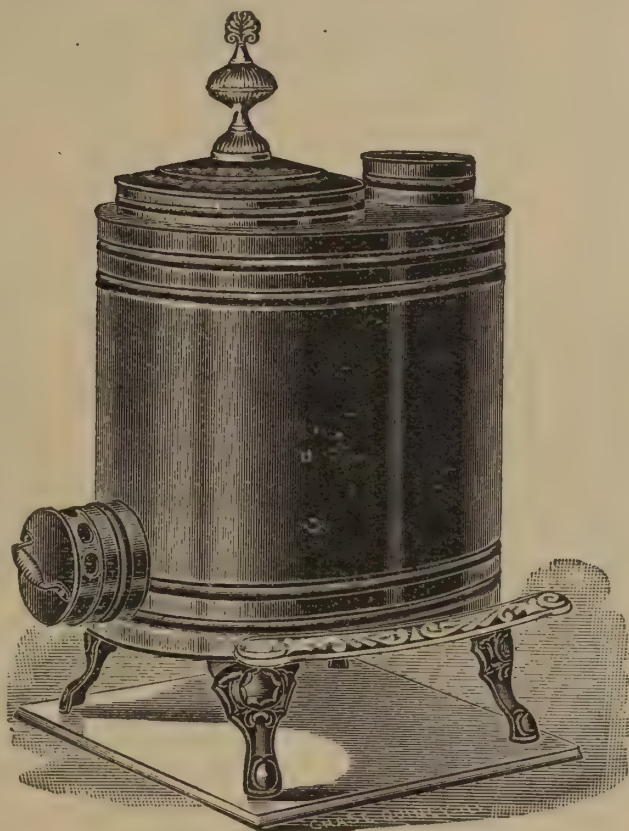
But Good Goods Cheap is Different.

• • •

THE RATTLER

Is a Stove both good and cheap. Good enough for a parlor, cheap enough for a hew house.

• • •



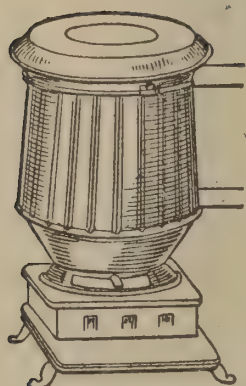
It is well proportioned. Length, 24 inches; width, 16½ inches. Broad, full ends; fuel opening, 11¾ inches in diameter. Height, from the floor to top of urn, 41 inches. Lined to within three inches of the top with heavy steel. Braced across top with heavy band iron, which extends down the sides three inches, preventing the drum buckling. Damper is locked, but can easily be taken out for the removal of ashes.

The Polished Steel which I use in this stove is far superior to the general run of common iron used by many manufacturers in their cheap stoves. Drums oiled, well wrapped and crated. Price, \$4.00.

Address GEO. H. STAHL, Quincy, Ill.

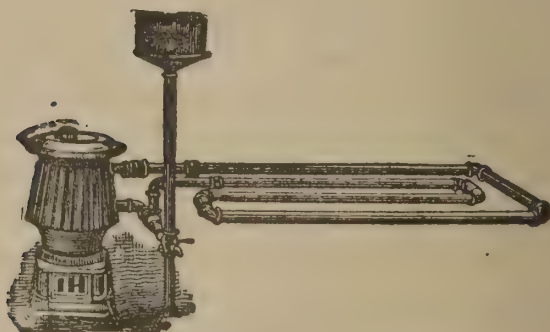
EXCELSIOR HOT WATER APPARATUS

For Heating Brooding Houses.



THE following illustrations show the Excelsior Hot Water Stove Heater and Hot Water Pipe Heating apparatus, single and double. The apparatus complete consists of the stove, expansion tank with draw cock and air cock, and four rows of one-inch iron pipe adapted to the length of the brooder house. It has combined with its heating qualities the desirable features of supplying hot water for scalding and feeding purposes; is very economical in the consumption of fuel, exempt from the possibility of an explosion, and requires but little attention.

Price of Stove Heater only, \$18.00.

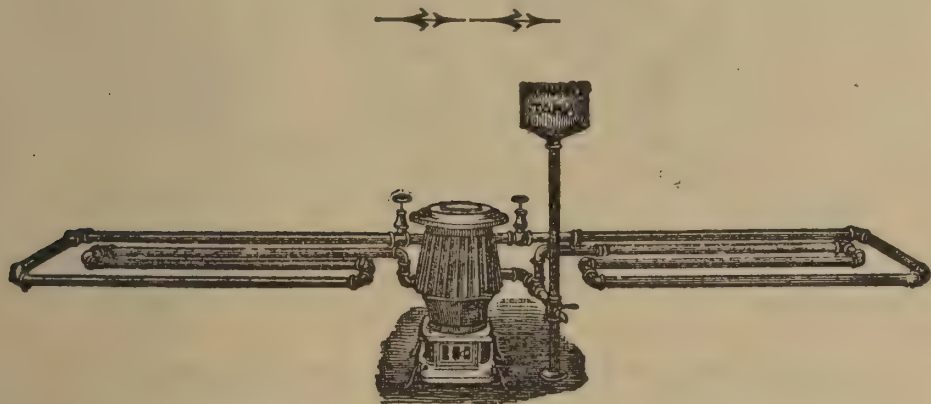


SINGLE HEATING PIPES.

SINGLE HEATING PIPES.

Complete with galvanized iron expansion tank, air vent, drain cock, also union connections ready to attach heater, for use in

10 ft. house—without stove,	\$22.50		with stove,	\$40.50
20 ft. house— “ “	26.50		“ “	44.50
30 ft. house— “ “	30.50		“ “	48.50
40 ft. house— “ “	35.00		“ “	53.00



Double Heating Pipes.

Heater in center and pipes extending each way, for use in

50 ft. house—without stove,	\$45.00		with stove,	\$63.00
60 ft. house— “ “	50.00		“ “	68.00
75 ft. house— “ “	55.00		“ “	73.00
100 ft. house— “ “	65.00		“ “	85.00

Special prices given for houses ranging from 100 to 200 feet in length.

This apparatus is put together at the factory before shipment, and the different sections of it marked for erecting, thereby enabling the purchaser to properly set up the work himself and operate it, thus avoiding the expense of a special mechanic for that purpose. I heartily recommend this heating arrangement. It is giving universal satisfaction everywhere.

Poultry Book

— UP WITH THE TIMES.



There has been no valuable Poultry Book published since incubators and brooders have come into general use. Hence the

Beginner With An Incubator

Finds it almost impossible to get the information he needs of **Poultry Raising Under the New Conditions**. To supply the demand for a book up with the

New Departure in Poultry Raising

I have published a condensed, pithy book, entitled "**Poultry Raising and Artificial Incubation**," giving all information needful to successful poultry raising; it also tells how to feed and care for the chicks, select breeds most profitable, market product to best advantage, etc. In short

All You Want to Know.

This book is substantially bound in a handsome cover.

Price, by Mail, Postpaid, 25 Cents,

Address **GEO. H. STAHL, Quincy, Ill.**

BOOK OF PLANS

FOR



Poultry Houses, Sheds, Coops, Cages, Etc.

It Has Over One Hundred Illustrations.

Price, Postpaid, 25 Cents.

Diseases of Poultry

No book published is so valuable on diseases as this. For the price it has no equal.



Price, Postpaid,

— 25 Cents.

Address GEO. H. STAHL, Quincy, Ill.

TESTIMONIALS.

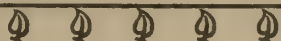


N PRINTING several hundred letters from those using my machines, I am aware that there is a considerable disposition of other manufacturers to belittle the weight of such testimonials, but on examination it will be abundantly clear to the reader that letters of such character, and in such numbers, could not be collected with the aid of an inferior machine.

I solicit a rigid examination of my claims, and direct inquiry of those who have used my machines, and thereby be convinced that for durability, cost of operation and uniformity of good results, the Excelsior is the lowest priced first-class hatcher made.

In writing to any of the following names, please enclose stamp to insure reply. Those desiring more testimonials can have them to their full satisfaction, both as to number and quality. Will mail special book of testimonials, if desired.

Opinions of Acknowledged Authority.



P. H. Jacobs.

Mr. G. H. Stahl:

Hammononton, N. J.

The "Excelsior" has been in use here and given excellent results. A great many letters come to me from readers of the *Poultry Keeper*, who write in praiseworthy terms of it, and is seldom that I have to write a subscriber to assist him with it. I have been unable to operate one myself (but am so situated that I can witness their work) owing to pressure of business. Considering the large number in use it has given excellent satisfaction so far as I can ascertain.

Very respectfully yours, P. H. JACOBS.

M. K. Boyer.

Geo. H. Stahl, Esq.

Hammononton, N. J.

Dear Sir: We have given the "Excelsior" a very good test at our experimental farm, and feel satisfied that it is a practical machine. It comes nearer the style of the old hen than any machine we have tried; and the chicks hatched come plump and strong. Your directions are plain, and if closely followed can not bring about anything but success.

Most respectfully, MICHAEL K. BOYER.

Fanny Field.

Mr. Geo. H. Stahl, Quincy, Ill.

Chicago, Ill.

Dear Sir: The result of our second hatch in our No. 2 Improved Excelsior Incubator was 81 per cent of the whole number of eggs (200) placed in the machine. The eggs not tested. The third hatch was 90 per cent of the whole number of eggs (200) put in the incubator, and $97\frac{1}{17}$ per cent of the fertile eggs. The chicks all came out on the twentieth and twenty-first days, and were an unusually fine lot. The incubator was managed by a hired hand who had no experience in such work and no instructions besides the printed ones accompanying the machine.

Yours truly,

FANNY FIELD.

ALABAMA.

Better Than Any Other He Has.

Brierfield, Ala.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am using one of your machines, and like it better than any other I am using. We would like some more. Please quote lowest prices. Respectfully, CHARLES HEHNER.

Two Years With Success.

Marion, Ala.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have been using your Excelsior Incubator for two years with success. My last and best hatch was 85 per cent.

Very truly yours, MRS. W. H. LOVELACE.

Had Good Luck.

Springville, St. Clair Co., Ala.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: Had splendid luck with my machine last spring. My friend, Mrs. Woodall, has also had good luck.

Very truly, MRS. THOMAS. G. SIMPSON.

Brooder.

Keener, Ala.

Mr. Geo. H. Stahl—Dear Sir: Succeeded in getting 90 per cent of eggs the first hatch, and had my machine in an open room while sitting. Can safely count on from 95 to 100 per cent of fertile eggs since I have my machine in a house ceiled and filled between walls. Brooder works admirably, cares well for the chicks put in it. Can, with proper care, raise a greater part of the chicks hatched and put in it than could with a hen.

Yours truly, W. J. BEESON.

A Durable Machine,

Tuscaloosa, Ala.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I bought a 200-egg incubator of you about '87, I think, and was wonderfully pleased with the first trial. For the past five years I have been in the hotel business, but have kept my incubator, and have been using it again recently, and it is a perfect success and the wonder and admiration of every one here.

Very truly yours,

I. JAMES LEE.

Excelsior Incubator Preferable.

Auburn, Ala.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I like your incubator very much and would rather raise chickens with the Excelsior than with hens.

Respectfully yours,

SMITH ANDERSON.

Two Weeks Old and Doing Well.

Tuscumbia, Ala.

Geo. H. Stahl, Esq.—Dear Sir: A friend had a machine I bought of you until lately. My first trial I had with it I hatched 101 chicks from 132 fertile eggs. They are doing well and are two weeks old.

Respectfully,

SAM B. HOUSTON.

105 Chicks From 124 Eggs.

York Station, Ala.

Geo. H. Stahl—Dear Sir: Have taken off my first hatch and have taken out 105 chicks from 124 fertile eggs, and think it will do better next time. I have the prettiest brood of chicks I ever had. Have taken 42 chicks hatched under hens and put them in your brooder, and lost only three. Am well pleased with the incubator and brooder.

Yours respectfully,

MRS. C. A. MILLS.

Charmed With the Incubator.

Gainsville, Ala.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Some time ago I purchased an incubator from you and have operated it successfully four times, hatching a large percentage of the eggs each time. Chicks were all healthy and fast growing chicks, and we were simply charmed with the incubator. Find no trouble to manage the machine.

T. M. LONG.

Superior to All.

Bessemer, Ala.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am well pleased with my 100-egg Excelsior Incubator. It has all the points of excellency claimed by you. I saw several other makes of incubators at the poultry show in Birmingham, but I think the "Excelsior" superior to all.

Very respectfully,

ISHAM H. BAILEY.

ARIZONA.

It Will Do as Well as Any Hen.

I am happy to let you know I hatched 80 per cent of the fertile eggs. All the incubator wants is watching, and it will do as well as a hen. Yours very truly,

Oracle, Ariz.

JOHN ITNER.

ARKANSAS.

Hatched 75 Per Cent Both Times.

Mr. Geo. H. Stahl, Quincy, Ill.—In February last I bought one of your 100-egg Wooden Hens, which came to hand all right. I was very well pleased with same. Set it twice and it hatched 75 per cent of the eggs put in.

Yours truly,

MRS. L. M. HAMILTON,
322 Broadway.

75 Per Cent of All the Eggs.

G. H. Stahl—Dear Sir: After putting the machine in shape, we got of Mr. Page, of Memphis, we met with very good success, hatching 75 per cent of eggs put in without having to examine any of them. We are well pleased with your hatcher.

With regards,

J. B. BRUNER.

186 Chicks Out of 200 Eggs.

Mr. George H. Stahl—Dear Sir: You can use my name as reference in your catalogue. My last hatch came out last Saturday, and we hatched 186 chicks out of 200 eggs. The machine is O. K. We are well pleased with it.

Respectfully yours, JACOB GETZ & SON.

Never Saw an Incubator Before.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am well pleased with the 50-egg Wooden Hen. Never saw an Incubator before, and hatched 75 per cent the first time.

Yours truly, A. V. BLACKBURN.

Runs to Perfection.

Bentonville, Ark.

Mr. G. H. Stahl—Dear Sir: I am well pleased with your machine. It works to perfection. We have hatched three hatchings. The first hatch we got 165 out of 216 eggs, the second 174, and the third 172. The fourth hatch is just pipping, and I think we will have a good hatch. The chickens are doing fine.

JACOB GETZ.

CALIFORNIA.

Still Doing Good Work.

San Francisco, Cal.

Geo. H. Stahl, Esq., Quincy, Ill.—Dear Sir: The Wooden Hen bought of you several years ago, is still in very good condition, and does its work satisfactorily. I am going to dispose of it as soon as I can and order a larger outfit.

Your truly, MRS. STRUCK STEINBERG,
15 Wood Street.

Four Excellent Hatches.

Auburn, Cal.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am running one of your 200-egg Excelsior Incubators with good success. The last four hatches were 87 per cent, 92 per cent, 90 per cent, and 89 per cent.

Yours truly, F. C. MCKINSTRY.

The "Only" Incubator.

Janesville, Cal.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have done very well with the Excelsior Incubator bought some months ago. My first hatch was 112 chicks from 124 fertile eggs. They are now over two months old, and growing fine. I think the Excelsior is the only incubator.

Very truly yours, HANS PETERSON.

It Hatched 189 Chicks.

Rolinda, Cal.

Geo. H. Stahl, Esq., Quincy, Ill.—Dear Sir: I wish to tell of my success with the Excelsior Incubator. I put in 250 eggs, tested out 51, and from the remaining 199 it hatched 189 chicks. Only two died. In the Wooden Hen I put 35 eggs and got 31 chicks. They are all three weeks old.

Very truly yours, MRS. W. L. GIFFIN.

100 Fine Hens from Wooden Hen.

National City, Cal.

Geo. H. Stahl—Dear Sir: I have 100 fine hens that I hatched in the Little Wooden Hen. I got as high as 22 chicks from 24 eggs. Have 11 pullets that were hatched Dec. 23d last, and commenced laying the last week in March.

Yours truly,

JAS. R. WEST.

The Excelsior Better Than Any Other.

Fresno, Cal.

Mr. G. H. Stahl, Quincy, Ill.—Dear Sir: Three years ago I used one of the Excelsior machines, and was very well pleased with it. Used three others the same year, but liked yours the best. Have formed a company here, and am certain your Excelsior is the machine we will need.

Respectfully yours,

DR. S. L. CHAPMAN.

Best Machine He Ever Saw.

Santa Anna, Cal.

Geo. H. Stahl—Dear Sir: I like the Excelsior Incubator very much; think it is the best I have ever seen. The best hatch I have had is 173 chickens out of 200 eggs.

Very truly yours,

ALBERT MOORE.

Has Had Six Hatches.

Del Mar, Cal.

Geo. H. Stahl—Dear Sir: I have had six hatches with the incubator bought of you, and all have given very good satisfaction.

Respectfully yours,

LIDIA WELTE

Never Saw Anything Work Nicer.

Anderson, Cal.

Mr. Geo. H. Stahl—Dear Sir: I have started my incubator to work again with the new year. I never saw anything work nicer than the regulator on your machine when you get it set just right. It is a great satisfaction to be able to go to bed at night, and know that the machine will take care of itself.

Yours truly,

F. M. REED.

200 Chicks from 210 Eggs.

Clay, Cal.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have run the Excelsior Incubator purchased of you two years ago successfully. Last year out of 210 fertile eggs I got 200 good chicks and raised them. My next hatch was 190 chicks.

Yours truly,

B. H. TAYLOR.

Hatches Every Fertile Egg.

Paskenta, Cal.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: Am well pleased with the result of the hatch. The incubator hatched better than the hens. It did what you claimed, viz: hatched every fertile egg. Yours truly, MRS. ELLA DOLLINGS.

Satisfied in Every Particular.

Los Angeles, Cal.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: Received your letter and check in due time and am very much obliged to you for your kindness in aiding us in the matter, and would add that we are much pleased with the incubator, as it was perfectly satisfactory in every particular.

Respectfully yours, MRS. B. F. GOSS.

COLORADO.

Three Successful Hatches.

Denver, Colo.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have one of your Simplex-Excelsior Incubators and Brooders Combined, which has given good satisfaction. I have had three successful hatches with it. Yours respectfully,

Kittredge Bldg.

DR. F. L. CRANDALL.

175 Chicks From 200 Eggs.

Rye, Colo.

Mr. Stahl—Sir: Have one of your Excelsior Incubators and promised to let you know how I done with it. From my first hatch of 200 eggs I got 175 nice chicks. Other hatches were a little better. Have no trouble to keep the heat at the desired point. A good many of my neighbors who do not believe in incubators are now talking of buying.

Yours respectfully,

Pueblo, Co.

MRS. M. A. DEPP.

First Hatch 75 Per Cent.

Dolores, Colo.

Mr. G. H. Stahl—Dear Sir: My first hatch is out, and 75 per cent of chicks, all doing splendidly.

Yours respectfully,

CHICK PORTER.

Has Three and Wants More.

Greeley, Colo.

Geo. H. Stahl—Dear Sir: What will you make me another incubator, 200-egg size, for this year? Have already bought three of you, and like them very much.

Yours truly, F. F. HART.

Perfect Satisfaction.

Salida, Colo.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have used your Excelsior Incubator two seasons, and it gave perfect satisfaction. My last hatch was 147 chicks out of 160 eggs, and I raised all but four.

Yours truly,
ARTHUR L. GRAY.

Gave Satisfaction.

Colorado Springs, Colo.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Bought one of your Wooden Hens a couple of years ago, and it gave good satisfaction.

Yours truly,
ANNIE LAWLER.

Splendid Success.

Flagler, Colo.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I recently purchased one of your Excelsior Incubators and had splendid success. Think I could sell some here if there is anything in it. What commission would you give me to sell for you?

Very respectfully, G. O. GATES.

It Is a Dandy.

Eads, Colo.

Mr. Geo. H. Stahl—Dear Sir: We bought one of your 200-egg Excelsior Incubators last summer, and it is a dandy; hatched 80 per cent. Will probably want another soon.

Yours truly, W. S. FELKER.

Well Pleased with the Machine.

Grand Junction, Colo.

Mr. Geo. H. Stahl—Dear Sir: As I have just hatched out my second sitting of chicks, and had good luck, I thought I would let you know. The first sitting I received 140 out of 200 eggs, and 100 out of the last. I am well pleased with the machine.

CHAS. B. BIRCH.

Beats the Old Hen.

Calhan, Colo.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: Our 200-egg Wooden Hen works fine. It beats the old hen.

Respectfully, MRS. A. HENDRICKSEN.

CONNECTICUT.

Chicks Smart as Can Be.

New Milford, Conn.

Geo. H. Stahl—Dear Sir: I bought one of your 200-egg Wooden Hens in April last, and from 150 eggs I got 122 chickens. I think that is pretty good. The chicks are about ten days old, and are as smart as can be.

Yours truly, FRANK ERWIN.

32 Chicks From 37 Eggs.

Stafford Springs, Conn.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Your Wooden Hen beats all. Out of 37 fertile eggs I got 32 chicks.

Yours truly, HORACE D. MARTIN,
Prop. Breedwell Poultry Farm.

So Easy to Operate.

Windham, Conn.

Geo. H. Stahl: Think your Excelsior Incubator the best machine made, because it is so easy to operate.

Yours truly,
Box 5. HOLMES WILSON.

Used Seven Years.

North Coventry, Conn.

Mr. Stahl—Dear Sir: We bought of you six or seven years ago an incubator which we are using still with good results. Think your brooder is a first class one.

MRS. W. P. ROBBINS.

70 Per Cent, Then 82 Per Cent.

Stamford, Conn.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have been very successful with the Wooden Hen and Hen Brooder bought about a year ago. The first time it hatched 70 per cent and the next time 82 per cent.

Yours very truly, WM. CALL.

Better Than Hens.

Durham Centre, Conn.

Mr. G. H. Stahl: Am well satisfied with your incubator. The first hatch out of 95 eggs we got 75 chicks. Like the machine much better than hens for hatching.

Yours respectfully,

J. E. HART.

A Little Beauty,

Noank, Conn.

Geo. H. Stahl, Esq., Quincy, Ill.—Dear Sir: The incubator arrived in first-class order, and I started it with 54 eggs. I tested out 14 unfertile, and from the remaining 40, hatched 35 fine, healthy chicks. The machine is a little beauty, and I am well pleased with it.

Very truly yours,

NAT. H. FREEMAN.

Hatched 75 Per Cent in a Shed.

Farmington, Conn.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Am glad to report that my first hatch from the Excelsior Incubator was very satisfactory to me. I got 75 per cent of the fertile eggs. Think I could have done better, but I run it in an open shed, where the temperature varied about 50 degrees between midday and the next morning. Am sure I can have better success next time. Your brooder is also doing well. I have lost but one chick since I put it in ten days ago, and a healthier lot of chicks I never saw.

Yours truly,

A. C. RICE.

1,000 Chicks and 500 Ducks.

Groton, Conn.

Geo. H. Stahl—Dear Sir: I am having great luck with your incubator. If nothing happens I will put in market 1,000 chickens and 500 ducks, and next season I want two more incubators. I will be very glad to furnish you with my testimonial. I put in the machine in September 85 eggs and hatched out 75 chicks. Out of 180 eggs I hatched 170 chicks. Out of 172 eggs I got 165 chicks. This was in the month of March, and very fine Plymouth Rock chicks. I will say that the Excelsior is the finest incubator that I have ever seen, and I have looked at a good many, and had no faith in them. Hoping you will be pleased with what the incubator has done, I will remain,

Box 4.

Respectfully yours,

J. A. PERKINS.

Hatched About 80 Per Cent.

Windsor, Conn.

Mr. Geo. H. Stahl—Dear Sir: I am very much pleased with my incubator. Have run it once; hatched about 80 per cent, and shall start it up again soon.

Yours respectfully, GEO. M. WRISLEY.

Hatched Over 3,100 Chicks.

New Britain, Conn.

Mr. Geo. H. Stahl—Dear Sir: I have been using three of your incubators for three years, and am much pleased with them. Last year I hatched over 3,100 chicks.

Respectfully, C. H. AVERY.

DELAWARE.

Gives Much Pleasure.

Wilmington, Del.

Mr. Stahl, Quincy, Ill.—Dear Sir: The Wooden Hen I bought of you gives me much pleasure. We had three successful hatches. I am delighted and everybody is surprised at the results. Yours truly, JOHN KLEINSTUBER.

DISTRICT OF COLUMBIA.

Both Work Well.

Washington, D. C.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have two of your machines, one a Wooden Hen and the other an Excelsior. Both work very well.

Yours truly,
2236 Mass. Ave.

WM. H. DRIGGS,
Com. U. S. N.

FLORIDA.

The Excelsior a Perfect Hatcher.

Dunnellon, Fla.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Excelsior Incubator is as perfect a hatcher as can be made. I hatched 75 per cent the first time, and have raised over 60 per cent of the chicks hatched. You may use my name as reference, if you desire.

Very truly yours,

A. M. POWER.

Speckled Hen a Failure.

Blitchton, Fla.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I took my first hatch out of the Wooden Hen last Wednesday, and got 68 strong, healthy chicks from 83 eggs. It was my first experience with an incubator, but it has convinced me that the “speckled hen” is comparatively a failure. I expect to buy a large Excelsior Incubator next year.

Yours truly,

MRS. R. R. BLITCH.

32 Fine Chicks from 48 Eggs.

Miami, Fla.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: From 48 eggs I hatched 32 fine chicks, and a part of the machine was missing. I expect to do better next time.

Respectfully,

L. C. RICHMOND.

84, 91 and 90 Per Cent.

Mantanzis, Fla.

Dear Sir: Had three hatches last spring, the first being 84 per cent, the second 91 per cent, and the third 90 per cent of fertile eggs. Would further say that I am perfectly satisfied with the working of the machine and with the results. Could not have done better with any machine. I was a mere novice in working the incubator, having a brief and unsuccessful experience with a hot-air one.

Respectfully,

DR. JOHN. T. LANNING.

Well Satisfied with Your Machine.

Moss Bluff, Fla.

Geo. H. Stahl, Quincy, Ill.—Sir: Am well pleased with the way your machine does the work. Out of 81 fertile eggs I got 61 chicks, all good and strong.

Yours respectfully, T. C. HUTCHINSON.

Store Eggs Hatch, Too.

Rutledge, Alachia Co., Fla.

Mr. Geo. H. Stahl: The box came all right. I am just taking off a hatch of eggs that were not tested, taken in at the store. They hatched out 60 per cent.

Yours truly,

J. H. VAN DERVEER.

90 Per Cent Hatch.

Gotha, Fla.

Geo. H. Stahl, Quincy, Ill.—Sir: My first hatch was 90 per cent of the fertile eggs, and I am well pleased with the Excelsior machine. Respectfully, F. W. BERGNER.

GEORGIA.

Ninety Per Cent.

Macon, Ga.

Geo. H. Stahl, Esq., Quincy, Ill.—Dear Sir: I have just taken off a 90 per cent hatch from the Wooden Hen. I had it in the store window, and you have no idea what a curiosity it was to the people here. Everybody is much interested. Yours respectfully, HARRY M. GRIGGS.

Hatched 85 Per Cent of Fertile Eggs.

Maxwell, Ga.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have taken off my first hatch with the incubator and hatched about 85 per cent of the fertile eggs, which was very good for the hot weather. Yours, J. G. COLIE, M. D.

A Great Wonder.

Grubbs, Ga.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have one of your incubators and am well pleased with it. People come a good ways to see it, and they think it a great wonder. I had never seen one before, but hatched 75 per cent of the fertile eggs. The little chicks are about three weeks old, and are doing fine. Yours truly,

MRS. B. H. SAXON.

Quite Excited.

Bronwood, Ga.

Dear Sir: I promised to let you know how my incubator worked. Got 75 per cent out of the first hatch and 80 per cent out of the second. Think the machine can't be beat. Think I can sell a few here. Have daily visitors at my poultry yard, and people are getting quite excited over the poultry business. Respectfully,

CONRAD WINKLEN.

Hatched Ninety Per Cent Both Times.

Cordele, Ga.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: Since your last letter I have had two hatches with the Wooden Hen, and got 90 per cent both times. The chicks are all strong and healthy. The Hen Brooder has cared for them nicely, having lost but three out of the two hatches. I am delighted with both machines.

Respectfully, MRS. U. F. LOCKETT.

Delighted with the Results.

Cartersville, Ga.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I received the incubator and brooder in good condition. Put 187 eggs in, and after testing out what I thought 170 good eggs, and from which I hatched 140 chicks, I am delighted with the result, and am pleased with my investment. Many of my friends have seen the chicks, and are much surprised at my success.

Very truly yours,

MRS. E. L. RICHARDSON.

Are Satisfied.

Fitzgerald, Ga.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I purchased one of your Excelsior Incubators some years ago, and it proved perfectly satisfactory. We now want one of your latest improved machines.

Yours truly,

MRS. ALICE BRADY.

Excelsior Is a Beauty.

Milledgeville, Ga.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Perfected Excelsior Incubator reached me safely, and is a "beauty." You certainly make the handsomest incubator I have seen. I wish to thank you for your kindness and fairness.

Very truly yours, T. H. DESAUSSURE.

Just as Represented.

Savannah, Ga.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I wish to say I have found your Wooden Hen and Hen Brooder just as they are represented. I put 40 eggs in the Hen, 14 of which were not good, and I got 27 strong chicks, one pair of twins. The chicks are now one week old and are as smart and strong as any I ever saw. I will order a larger outfit soon.

Respectfully,

L. C. GOLDEN.

Can Not Praise the Excelsior Enough.

Hagan, Ga.

Mr. Geo. H. Stahl—Dear Sir: You do not know how well pleased I am with the chicks I have. They are now eight days old and look as fine as any hens I ever saw. I have not lost one. I have visitors every day, and they exclaim: "Oh, how pretty!" I think I did very well, considering I had no experience. I can not praise the Excelsior enough, for it is all you claim.

Very truly yours,

MRS. M. J. STUBBS.

88 Chicks From 90 Fertile Eggs.

Savannah, Ga.

Mr. Geo. H. Stahl—Sir: The last time I run my incubator I put in 150 eggs, and when I tested them had only 90 fertile ones, and out of them got all but two. Have heard from time to time from the others I sold for you, and they all speak very highly of the incubator. Have not run it this summer as it was too hot, and I could not get eggs, but expect to start it again this month. My opinion of your incubator is that it cannot be beaten, and I don't think anybody who has tried them can say anything different of them. Expect to send you more orders in a few days. If this will be of any use to you, you are welcome to use it.

H. J. MEYER.

Best Machine on the Market.

Dennard, Ga.

Geo. H. Stahl, Quincy, Ill.—I am delighted with the Excelsior, and if you want a certificate I will cheerfully endorse the Excelsior as the best machine on the market.

Yours truly,

H. W. BRIDGES, M. D.

Well Pleased with Both Incubator and Brooder.

Rome, Ga.

Mr. Geo. H. Stahl—Sir: I am using one of your incubators and am well pleased with it. It is all you claim for it, and the brooder is a complete success.

Yours respectfully,

Box 254.

MISS MARY STANSBURY.

Brooder a Success.

Rome, Ga.

Dear Sir: We have just taken out our first hatch. The brooder is a grand success and will do all you claim for it.

JAMES D. THOMAS.

Very Satisfactory.

Albany, Ga.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Wooden Hen I bought of you about one year ago has proven very satisfactory. Yours respectfully, J. J. McCRANIE.

Very Good, Considering.

Atlanta, Ga.

Geo. H. Stahl—Dear Sir: I have just had another hatch with the Wooden Hen, and out of 48 untested eggs I got 37 chicks, which is very good for this season of the year.

Yours respectfully,

163 Stewart Ave.

G. M. SHELTON.

I'll Be Dog-Goned.

Carrollton, Ga.

To Geo. H. Stahl: I have had very good success with my last hatch. The people in this country are "watching the Yankee," and I have shown up this machine to over a hundred people. They stare and generally remark: "I'll be dog-goned if that 'ere thing don't beat all I ever hearn of."

Most respectfully,

CHAS. K. FREEMAN.

IDAHO.

Well Pleased.

Princeton, Idaho.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am well pleased with the Excelsior Incubator. Out of 70 eggs I got 54 chicks. Would have had more, but met with an accident, owing to my carelessness.

Respectfully,

MR. and MRS. E. S. COOK.

Never Gives Any Trouble.

Genesee, Idaho.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My second hatch with the Simplex-Excelsior Incubator and Brooder Combined is off. I had fine success. The chicks are strong and healthy. 105 chicks the first hatch, and 145 the second. The incubator is splendid, with the brooder on top. I would not do without it. The machine never gives me any trouble.

Yours truly,

MRS. S. A. WILSON.

Hatched Fine.

Moscow, Idaho.

Geo. H. Stahl, Quincy, Ill.: The Excelsior Incubator bought of you has hatched fine. The lamp on the incubator works to perfection.

Yours truly,

A. L. RANSOM.

ILLINOIS.

Has Hatched as High as 95 Per Cent.

Elgin, Ill.

Geo. H. Stahl: I have hatched as high as 95 per cent of fertile eggs with the Excelsior Incubator. Please send a new set of directions.

Very truly,

A. E. BALES.

Excelsior Is Just Fine.

Mt. Zion, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.: I think my Excelsior Incubator is just fine. My first hatch is just completed, and I have 101 healthy chicks from 115 eggs.

Very truly yours,

MRS. W. D. MOMA.

It Is a Peach.

Joliet, Ill.

Mr. Geo. H. Stahl—Dear Sir: I wish to say a word in praise of your Excelsior Incubator. "It is a peach," and just as represented; and further, is a much more perfect machine than I had expected. I also wish to compliment you on the regulator; it is perfection itself and no mistake. It controls the heat at the required temperature throughout the entire hatch. I have examined every egg that failed to hatch, and find your machine hatched every one hatchable.

Yours, etc.,

1204 E. Cass Street.

A. R. DAVIS.

Can Not Say Too Much.

Stevens, Ill.

Geo. H. Stahl: I am highly pleased with the Excelsior Incubators, and can not say too much in their favor. I will answer all inquiries cheerfully.

Respectfully yours,

MRS. EDITH BURKE.

Has 300 Chicks.

Youngstown, Ill.

Mr. Stahl—Dear Sir: I am well pleased with my incubator. I now have 300 chicks from two hatchings, and have the third one set.

Yours respectfully,

ALBERT BREWER.

Perfect Satisfaction.

Atterberry, Ill.

Geo. H. Stahl, Quincy, Ill: I have used your 200-egg size Excelsior Incubator with perfect satisfaction. I now want one of your latest improved machines.

Very truly yours,

MRS. ANNA STITH.

600 Chicks from 800 Eggs.

Pesotum, Ill.

Dear Sir: I have an Excelsior Incubator and like it very much. Got 600 chicks from 800 eggs, and most of the eggs I got from the store.

Yours truly,

Box 34.

MRS. HATTIE BEALE.

How's This?

Sinclair, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have just had a splendid hatch from your 200-egg Excelsior Incubator. I placed 202 eggs in the machine and found that 120 were fertile, and it hatched 108 healthy chicks, and they are now four days old and doing nicely. I think this is doing very well with a lot of poor eggs.

Very truly yours, LUNSFORD H. TAYLOR.

Hen and Duck Eggs Together.

Tamaroa, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—I set one side of the Simplex-Excelsior Incubator and Brooder Combined with duck eggs and the other side with hen eggs. Hatched 40 per cent of the duck eggs and 85 per cent of the hen eggs. The chicks are strong and healthy. I am well pleased with the outfit. Very truly yours, LOGAN H. CRANE.

Does Fine Work.

Springfield, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Your Wooden Hen does fine work and the "Hen" Brooder is just what is needed with a Wooden Hen. The chicks hatched two weeks ago, and are doing nicely. Everybody says they are certainly very nice for their age.

Very truly yours, J. S. GALBRAITH.

All Hatched But One.

Hoopeston, Ill.

Geo. H. Stahl, Quincy, Ill.: I bought an Excelsior Incubator and Brooder second hand. Just had a hatch come off, and every fertile egg but one hatched. These machines are all right. Very truly yours,

S. MCBROUGHER.

170 Fine, Strong Chicks.

Germantown, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: From my Excelsior Incubator, 200-egg size, I have just hatched 170 fine, strong chicks. Very truly yours,

BERN BAUMHUETER.

57 Ducks and 63 Chicks.

Ontarioville, Ill.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: From my last hatch with the Excelsior Incubator I got 57 ducks and 63 chicks, and they are all doing nicely.

Yours truly, H. W. HITZEMANN.

Chicks Are Strong and Healthy.

Creal Springs, Ill.

Dear Sir: I have just completed the first hatch with the Excelsior Incubator, and got 54 chicks out of 64 eggs. I do not want anything to run any nicer than it does. The chicks are strong and lively. I shall have a larger machine next season.

Very truly yours,

WM. LUNDY.

Three Successful Hatches.

Ozark, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have one of your No. 1, 100-egg size Excelsior Incubators, and have had three successful hatches. It is all that you claim for it.

Very truly yours, J. W. BARNWELL.

Brooder Finest in the Land.

Elmwood, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My third hatch with the Excelsior Incubator is just completed, and I got 143 chicks from 162 eggs. Your brooder is certainly the finest in the land to rear chickens in.

Very truly yours, H. M. FREEMAN.

“Excelsior” a Good Machine.

Bullardville, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My last hatch was 275 strong chicks from 300 eggs. The “Excelsior” has proven to be a good machine in every respect.

Very truly yours,

MRS. WM. GILLENWATER.

Excelsior Excels Them All.

Wecker, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I set my Excelsior Incubator with 120 eggs and took out 88 fine, healthy chicks. There are a great many incubators in this neighborhood, and my Excelsior excels them all.

Very truly yours,

CARL KERSTEN.

Satisfaction in Every Respect.

Aledo, Ill.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Simplex-Excelsior Incubator and Brooder Combined has given satisfaction in every respect. You are at liberty to use my name if you wish.

Respectfully,

FRANK M. CARNAHAN.

110 Chicks and 27 Ducks.

Chenoa, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have owned two of your Excelsior Incubators, and have also had good success with them. Once I put in 150 chicken eggs and 37 duck eggs in one of these machines, and took out 110 chicks and 27 ducks. None of the eggs had been tested.

Very truly yours, MRS. JONAS ZIMMER.

First Three Hatches over 75 Per Cent.

Belleville, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Excelsior Incubator I bought some time ago has given good results. My first three hatches average over 75 per cent, and my last hatch I got 163 fine, healthy chicks from 200 eggs.

Very truly yours,

GEO. SIEBERT.

Excelsior Doing Better Work than Others.

Dundee, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Excelsior is doing better work than the other incubators in this neighborhood. I have had three hatches that were better than 75 per cent.

Very truly yours,

MILTON L. PECK.

148 Chicks from 184 Eggs.

Oreana, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have just got my first hatch with the Excelsior Incubator, and have 148 chicks from 184 eggs. Am well pleased with it.

Yours truly,

MRS. W. H. HULL.

Very Well Pleased.

Garden Prairie, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am very well pleased with my Excelsior Incubator, for my first hatch was 117 nice chicks. Several of my neighbors will order next year.

Yours truly,

MRS. MINNIE ROTH.

Would Have Nothing But the "Excelsior."

Mt. Vernon, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have just run a hatch in your Excelsior Incubator, and got 120 fine chicks from 140 untested eggs. I would have no other kind of an incubator.

Yours truly,

W. A. PORCH.

Very Fine.

Donovan, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Our last hatch with the Excelsior Incubator was 122 strong, healthy chicks from 170 eggs. They are all alive and doing well. I think the Excelsior very fine.

Yours respectfully,

MRS. JOHN BARD.

Runs Like a Top.

Adair, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the Excelsior Incubator was 90 strong, healthy chicks, which was very good for April. My second was 120 chicks. We think we have done very well with our first incubator, and wife says the incubator is so much nicer than a hen. We are very much pleased with the machine, for it runs like a top. Yours truly,

J. LITCHFIELD.

As High as 99 Per Cent.

Plattville, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have been very successful with the Excelsior Incubator. My last hatch was 84 per cent of fertile eggs, and it has hatched as high as 99 per cent. I wish I had the 200-egg size.

Yours truly,

WM. L. DAY.

Is All Right.

Table Grove, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: We are using one of your Excelsior Incubators, 200-egg size, and find it to be all right. We have had three hatches this Spring, one as high as 80 per cent.

Yours truly,

B. J. HELLER.

136 Chicks the First Time.

Bushnell, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the Excelsior Incubator was 136 live and healthy chicks. During the hatch we had sickness in the family requiring our entire attention, and we almost neglected the machine.

Yours truly,

AUSTIN A. OPP.

Likes It Very Well.

Fairbury, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have one of your Excelsior Incubators and like it very well. It has hatched as high as 142 chicks from 175 eggs.

Very truly yours,

E. H. BROWN.

Better Than Hens.

Sheridan, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the Simplex-Excelsior Incubator and Brooder Combined was 165 chicks from 199 eggs. My next hatch was 196 chicks from 214 eggs. This is better than I can do with hens.

Yours respectfully,

NELS E. JACOBSON.

Paid for Itself Several Times.

Humboldt, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The 200-egg Excelsior Incubator bought of you some time ago is all right. It has paid for itself several times. I think every farmer should own an incubator.

Very respectfully,

MRS. JOE DUNCAN.

91 Per Cent.

Holliday, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have two of your Excelsior Incubators bought about four years ago, and have used them every season. Have never hatched less than 80 per cent, and as high as 91 per cent. You are at liberty to use this testimonial.

Yours respectfully,

A. G. OLMSTEAD.

Two Very Good Hatches.

Summerfield, Ill.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am glad to say that my last two hatches with the 100-egg Wooden Hen were very good. One hatch was 85 chicks out of 94 eggs, and the other was 85 chicks out of 91 eggs. I have just sold my machine and want a 200-egg size.

Yours truly,

CHRIST. TECKLENBURG.

Well Pleased.

Tamaroa, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have just completed my second hatch this season with the Simplex-Excelsior Incubator and Brooder Combined, and wish to say that I am well pleased with the results. The first hatch was 145 chicks from 160 eggs. The second hatch 142 chicks from 162 eggs. I think that is pretty good for so late in the season.

Yours truly,

LOGAN H. CRANE.

38 Ducklings.

Wyoming, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I must tell you about my Wooden Hen. I started it with 42 duck eggs, and at the end of four weeks, I opened the doors, and the ducks tumbled out. There were 38 fine little ducks, and I raised all but two.

Yours truly,

MRS. E. B. COX.

Well Pleased.

Carthage, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have been using one of your Excelsior Incubators for three seasons, and am well pleased with it. My first hatch this Spring was 127 chicks from 170 eggs, and the next time 115 chicks out of 165 eggs.

Yours truly, MRS. A. A. SCOTT.

Always Did Good Work.

Sumner, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Two years ago I purchased an Excelsior Incubator, and have always been pleased with it, for it has always done good work.

Yours truly, MRS. ANNA PEPPLE.

Your Machine Is All Right.

Macon, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have had two hatches with the Wooden Hen bought second handed. I got 31 chicks out of 40 eggs, and 34 chicks out of 38 eggs. Your machine is all right.

Yours truly,

DANIEL KALIPS.

Neighbors Think It a Great Machine.

Bartelso, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: We are well pleased with the 200-egg Wooden Hen. Out of 165 eggs we have hatched 140 chicks. Our neighbors think it a great machine, and will buy of you next year.

Yours truly,

NIC. ERLINGER.

Don't You?

Chicago, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My second hatch came off the 11th of this month, and have had a very good hatch, for out of 166 untested eggs, that had been shipped over 300 miles in the cold weather, I got 127 chicks. I think I did well; don't you?

Yours truly,

8807 Commercial Ave., Sta. S.

GEO. YOUNG.

Hatched 90 Per Cent of Fertile Eggs.

Freeport, Ill.

Dear Sir: Have just finished my first hatch with the No. 2 Excelsior Incubator. Hatched 90 per cent of the fertile eggs; it beats all the old hens in creation. Your incubator does not tramp the chickens to death like my old hens. Success to the Excelsior.

Yours very truly, SAM'L A. HUMMEL.

Can Hatch 100 Per Cent.

Oakley, Ill.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: Like your Excelsior Incubator very well. My last hatch I got 199 chicks from 201 fertile eggs. Think I can hatch 100 per cent with an Excelsior, from all I have heard of it.

CLARENCE TELFORD.

Hatched 90 Per Cent of Fertile Eggs.

Maquon, Ill.

Dear Sir: We have been using one of your 200-egg size incubators for the past two years, and find it one of the best machines out. We hatched 85 and 90 per cent of the fertile eggs.

Respectfully,

Knox Co.

C. D. BRIGGS.

A Proud Lady.

Dallas City, Ill.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I wish to report my two hatches with the 200-egg Wooden Hen Incubator. Put in 170 eggs, tested out 33 which were unfertile, leaving 137, and out of that number I got 116 fine, strong, healthy chicks. For the second hatch I put in 220 eggs; tested out 40, and hatched 165 fine chicks. I am proud of my machine.

Yours truly,

MRS. FRED L. OCHSNER.

INDIANA.

Excelsiors Were Always Successful.

Clay City, Ind,

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am having good success with both of my Excelsior Incubators. I think they are hard to beat. I got 170 chicks from 200 eggs in the new machine, and 130 chicks from 200 eggs in the 1893 Excelsior. How is this? Very truly yours,

WM. W. SUMMERLOT.

Elghty Per Cent Both Times.

Indianapolis, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am thoroughly convinced that I have the right machine in having the "Excelsior." I have set it twice and hatched eighty per cent each time. I recommend you to every one.

Very truly yours,

1302 S. Laurel St.

FRANK NEWMAN.

Everything Satisfactory.

Greens Fork, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the Excelsior Incubator was 80 per cent, and the chicks began hatching on the nineteenth day. Everything satisfactory.

Yours truly,

ALBERT GILMER.

Has Been Successful.

Greensburg, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have been successful with the Excelsior Incubator bought of you in 1898.

Very truly yours,

MRS. MYRTA L. PATTON.

Hatched More Than All the Rest.

Ft. Wayne, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have two of your old style incubators which I bought ten years ago, and I think I have hatched more chicks in them than all the rest of the machines in this vicinity.

Yours truly,
Lumbard St.

MRS. CHAS. PIEPENBRINK.

First Hatch 90 Per Cent.

West Baden, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the Excelsior Incubator is just off, and have 90 per cent of the fertile eggs.

Very truly,

E. F. BUEBK.

Chicks Much Stronger.

Miami, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the Excelsior Incubator has just come off. The chicks are as large and strong as those hatched under a hen. Had I been a little more attentive would have had a better hatch.

Yours truly,

M. W. BACKOUS.

86 Chicks from 93 Eggs.

Friedheim, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Excelsior Incubator received from you last month has done well. It hatched 86 nice chicks out of 93 fertile eggs. Am well pleased. Respectfully, ERNST H. C. BUNCK.

Works to Perfection.

Boyleston, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am well pleased with the 100-egg Excelsior Incubator, for it works to perfection. One hatch was 80 chicks out of 84 fertile eggs. Yours truly,

S. WHITCOMB.

Bought Five Years Ago.

Mt. Ayr, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Sir: I am pleased with the Wooden Hen purchased of you about five years ago. My first hatch I took off 135 chicks out of 182 fertile eggs. Think every egg would have hatched, but I neglected to give the machine proper attention.

(Box 53)

Yours truly,

MRS. J. L. HAM,

Doing Fine.

Kempton, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: We have had a good hatch with the Excelsior Incubator bought of you. The chicks are doing fine, better than with a hen, and the chicks are much stronger.

Yours very truly,

GOODNIGHT BROS.

Very Nice and Healthy.

Milan, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I set the Wooden Hen to work with 47 eggs and hatched 40 chicks. They are now one week old and very nice and healthy.

Yours truly,

S. ENZINGER.

87 Per Cent.

Greencastle, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have this morning taken off a hatch of 87 per cent from one of your Excelsior Incubators. The chicks all strong and healthy.

Yours very truly,

MRS. CHAS. F. REEVES.

Perfectly Delighted.

Rome, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My last hatch with the Excelsior Incubator was 80 chicks from 82 fertile eggs, and I wish to assure you that it is no trouble to attend to it. I am perfectly delighted with the Excelsior.

Yours truly, MRS. MAGGIE GROVES.

More Than Pleased.

Tiosa, Ind.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: Our last hatch with the 100-egg Wooden Hen was 84 chicks out of 88 fertile eggs. Am more than pleased with the machine.

Yours truly, LEE JAMESON.

His First Attempt.

Albany, Ind.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I wish to report my first attempt to operate an incubator. I had two hatches, and the first one was 116 chicks out of 150 eggs; the second, 120 chicks out of 148 eggs.

Yours respectfully,

C. L. MAY.

INDIAN TERRITORY.

Well Pleased.

Talala, Ind. T'y.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I bought one of your Wooden Hens about a year ago. The first trial I got 45 chicks out of 50 eggs; the second 33 chicks, and the next I got 28. I am well pleased and will want a larger one soon.

Yours truly,

D. L. RICH.

Does All that Is Claimed.

Wailey, Ind. T'y.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Your machines will do all you claim for them. My first hatch with the Excelsior Incubator I got 140 chicks from 180 eggs.

Very truly yours,

W. F. RODEN.

Had Never Seen an Incubator.

Claremore, Ind. T'y.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the Wooden Hen was 60 fine chicks. I think that doing well for the first time I had ever seen an incubator.

Respectfully,

MRS. S. M. HELM.

IOWA.

Not a Cripple in the Lot.

Center Point, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My last hatch came off a week ago, and was 87 out of 100 eggs, and not a cripple or weak one in the lot. I also have one of your old style Improved Excelsiors, and it is still doing good work.

Very truly yours,

CHARLES LEDGER.

Two Good Hatches.

Elwell, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My second hatch with the 200-egg Wooden Hen and got 147 chicks from 184 eggs. The third hatch I got 155 chicks from 190 eggs.

Yours truly,

MRS. MARY WARREN.

Well Worth the Money.

Guthrie Center, Iowa.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am well pleased with the 200-egg Wooden Hen. It began hatching yesterday, and this evening there are nearly 100 chicks out, and more eggs are pipped. The machine is well worth the money.

Yours truly,

MRS. E. O. BALL.

Wants Another.

Bradgate, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am very well pleased with the first hatch with the Simplex-Excelsior Incubator and Brooder Combined. I want another machine just like it.

Yours truly,

F. EDWIN JOLLIFFE.

Does Its Work Well.

Alexander, Iowa.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: Am well pleased with my incubator; it does its work well. Out of 168 eggs I got 148 chicks. Yours truly, A. BUTTERWICH.

Worthy of Praise.

Ridgeway, Iowa.

Mr. Stahl, Quincy, Ill.—Dear Sir: Have given your Excelsior Incubator a trial of one year, and find it worthy of praise. It is just as you represent it. Wrote all the manufacturers of that kind in the United States, but none of their machines compare with yours. Would rather have the Excelsior than any other on the market; always found it in the morning just as I left it the evening before. My average hatch for one year was 93 per cent of fertile eggs. The chicks are strong and healthy.

Respectfully, ALBERT OLESON.

Hatches Better Than Hens.

Winterset, Iowa.

Geo. H. Stahl, Esq., Quincy, Ill.—Dear Sir: I am well pleased with the Wooden Hen and Hen Brooder. The former hatched better than hens and the latter took good care of the chicks.

Yours truly,
MRS. MATILDA KALBACH.

171 Chicks from 200 Eggs.

Guttenburg, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have tried your incubator and it is a success. I got 171 chicks out of 200 eggs. You will sell several incubators in this neighborhood next year. Very truly yours, N. FRANKS.

90 Chicks from 103 Eggs.

Kilbourne, Iowa.

Geo. H. Stahl, Esq., Quincy, Ill.—Dear Sir: The second hatch with the Wooden Hen I got 90 chicks out of 103 eggs. They are all alive but two and doing well.

Yours truly, GROVER STRONG, Box 125.

Chicks are Strong and Healthy.

Delhi, Iowa.

G. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the 100-egg Wooden Hen was 80 per cent of the fertile eggs and the chicks are strong and healthy.

Yours truly, R. M. WILSON.

Sold \$47.00 Worth of Stock.

Ash Grove, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Your incubator is all you claim it to be. My hatches have run all the way from 104 to 163 fine healthy chicks. I sold \$47.00 worth of chicks last summer and kept 96 hens for my own use. I consider this very good for the first season.

Very truly yours, MARY E. GLOSSER.

Excelsior Can't Be Beat.

Cresco, Iowa.

Geo. Stahl—Dear Sir: Started the Excelsior Incubator with 197 eggs and hatched 147 nice strong chicks. At the same time I started another make of incubator and only got 16 chicks out of 100 eggs. The Excelsior can't be beat.

Yours truly, MRS. LIZZIE CLEGHORN.

Will Knock the Old Hen Out of the Box.

Troy Mills, Iowa.

Geo. H. Stahl—Dear Sir: We have just completed our second hatch with the Simplex-Excelsior Incubator and Brooder Combined. Out of 198 fertile eggs it hatched 158 chicks. We think your incubator will knock the old hen out of the box.

Very truly yours,
FRANK McDONALD,

Has 550 Chicks.

Troy Mills, Iowa.

Geo. H. Stahl: We have just completed our fourth hatch with the Excelsior Incubator. Out of 165 fertile eggs we hatched 165 strong chicks. We have run the incubator all this summer and have about 550 chicks.

Very truly yours, FRANK McDONALD.

Hatches All a Hen Could.

Urbana, Iowa.

Geo. H. Stahl—Dear Sir: Your incubator is the best I have seen or ever tried. It hatches all that a hen could, and that is good enough.

Respectfully,
CHAS. LEDGER.

185 Chicks from 195 Untested Eggs.

Savannah, Iowa.

Geo. H. Stahl: My first hatch with the Excelsior Incubator came off Saturday. Got 185 strong little chicks from 195 untested eggs.

Very truly yours,
MRS. A. H. McEWEN.

Can Leave It for Many Hours.

Riceville, Iowa.

Geo. H. Stahl—Dear Sir: Am well pleased with the Excelsior Incubator, as it will do all claimed for it. The regulator works the best of any I have ever seen. Can leave it for many hours and find it just where I left it. Shall order another machine in time for spring.

Respectfully yours, J. W. DIXON.

Excelsior Still Doing Good Work.

Humeston, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Our Excelsior Incubator is still doing splendid work. I got 143 chicks out of 160 eggs the last time. I will soon want another outfit.

Very truly yours,
W. T. DAVIDSON.

Chicks Are Healthy and Lively.

Traer, Iowa.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: For our second trial we put in 36 eggs and got 30 chicks that are healthy and lively. Our first hatch is getting along well and have been taken from the brooder. We are well pleased with the Wooden Hen.

Yours truly, H. A. OWENS.

Hatched Every Fertile Egg.

Luton, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: We did quite well with the Wooden Hen. Got 80 per cent out of 100 eggs. Every fertile egg hatched.

Yours respectfully,
MRS. JNO. HUNT, SR.

Never Hatched Less Than 90 Per Cent.

Ocheyedan, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: We have had good hatches with our 200-egg Excelsior Incubator. It has never hatched less than 90 per cent. You may use my name as reference.

Very truly yours, FRANK SLAZAK.

A Good Hatch.

Radcliffe, Iowa.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: My last hatch with the Wooden Hen in June was 23 chicks out of 31 eggs, which I consider good for that time of the year.

Yours truly, J. R. WRIGHT.

Requires Very Little Attention.

Shambaugh, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have just taken off the second hatch from the Excelsior Incubator bought this spring, and have 161 chicks from 201 eggs. My first hatch was 165 chicks from 250 eggs. I am well pleased with it, for it requires so very little attention.

Very truly yours, MARTIN R. FULLER.

Read This One.

Harlan, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have just taken off our second hatch. The first we got 100 per cent, the second 98 per cent, all strong, healthy chicks. We are more than pleased with the Wooden Hen.

Yours truly, JOHN BOOK.

92 Fine, Healthy Buff Cochins.

Richland, Iowa.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: For my second hatch with the Wooden Hen, I was rewarded with 92 fine, healthy Buff Cochins from 100 fertile eggs. The chicks of the first hatch are now one month old, and almost large enough to eat. I have not lost one.

Yours truly, MRS. R. REED.

Brooder Takes Good Care of Chicks.

Webster City, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: From the second hatch with the Wooden Hen I got 43 live, healthy chicks out of 53 eggs. The third hatch I got 58 out of 63 eggs. The brooder takes good care of them.

Yours truly, CHAS. BEERMAN.

R. F. D. No. 5.

Raised Over 500 Chicks.

Marion, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The incubator I purchased from you last spring is remarkable. From the first hatch I got 120 chicks from 150 eggs. The second hatch was better, 140 chicks from 155 eggs, and in all I raised over 500 chicks from 750 eggs.

Very truly yours, JOHN A. KLEIN.

Poor Results From Inferior Machines.

Winfield, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Last March I bought a Simplex-Excelsior Incubator and Brooder Combined, and have run it every month since. I am delighted with it. Several of my neighbors bought inferior machines of different makes and have had poor results.

Yours respectfully, MRS. ELMER SIBERTS.

Easy to Operate—Beats the Hens.

Waterloo, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: We are well satisfied with the 200-egg Wooden Hen Incubator. Think it did better work than the hens. Out of 160 fertile eggs I got 125 the first time and 120 the second time. The machine is easy to operate and costs but little.

Yours truly, WM. W. HORTON.

Four Excellent Hatches.

Monticello, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Last season I had four hatches with one of your Excelsior Incubators, and they averaged 186 chicks from 200 eggs.

Yours truly, MRS. S. N. GLASS.

R. D. No. 1.

Highly Pleased.

Shenandoah, Iowa.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I will give you an account of my first hatch with the Wooden Hen. It hatched 70 chicks out of 75 fertile eggs. I think that was doing fine for a starter. I am highly pleased with the Hen, also the Hen Brooder.

Yours truly,

A. W. GREENE.

Ten Year Old Machine Still Doing Well.

Climbing Hill, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have two of your Excelsior Incubators, one of the 1891 pattern which hatched 80 per cent, and the other 90 per cent. Many of my neighbors are interested and will buy machines next year.

Yours truly,

E. D. McCLUNG.

Four Good Hatches.

Glidden, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have had four hatches this season with the Wooden Hen. The first one 29 chicks, the second 40, the third 60, and the fourth 48 chicks.

Yours truly,

MRS. G. H. CARTER.

Chicks Growing Fast.

Dubuque, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: With the Simplex-Excelsior Incubator and Brooder Combined we got 130 chicks out of 156 eggs. The chicks are now three weeks old and doing well. I never saw chicks grow so fast,

Yours truly,

DELIA O'CONNOR.

Route "B."

Useful As Well As Ornamental.

Ocheyedan, Iowa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Our first hatch with the Excelsior Incubator was 86 per cent. The chicks are strong and hearty. Our second hatch, which is just off, is 90 per cent. We are very much pleased with our machine. It is ornamental as well as useful.

Yours truly,

MRS. GEO. HAMILTON.

KANSAS.

Excelsior Is a Wonder.

Crystal Springs, Kan.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch is out of the Excelsior Incubator, 200-egg capacity, and I have 165 fine chicks. Everybody says the Excelsior is a wonder. The regulator is a jewel. One of my neighbors has another make; from it he obtained 40 little, weak chicks, and had to get up two or three times every night during the hatch. Very truly yours,

MRS. W. H. MONROE.

Hatched Chicken and Geese.

Hillside, Kan.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am well pleased with the 200-egg Wooden Hen Incubator. I have hatched chickens and geese in it.

Yours truly,

L. HENRY.

Fine Chicks Under Adverse Circumstances.

LaHarpe, Kan.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My second hatch with the 100-egg Perfected Excelsior Incubator brought me 90 fine chicks, and under adverse circumstances. It is indeed a splendid machine.

Yours truly,

SARAH L. TRAVIS.

Faithful Old Hen.

Altamont, Kan.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I thought I would let you know what a faithful “old hen” I purchased of you last February. In March she hatched 76 chicks. Last Friday she gave me 87 more. It is needless to say I am well pleased.

Very truly yours,

MRS. JANE HUSTON.

How's This For a Beginner.

Marysville, Kan.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I just took out my first batch of chickens from the Excelsior Incubator. Out of 180 eggs I have 167 chicks, all alive and doing well. I call that a good hatch for a beginner, and am well pleased.

Very truly yours,

MRS. MARIA WALTER.

Is Well Pleased.

Riley, Kan.

Mr. Geo. Stahl, Quincy, Ill.—Dear Sir: I am well pleased with the 200-egg Wooden Hen. My second hatch was 138 strong chicks from 175 eggs.

Yours truly,

MRS. M. SHARPLEY.

“The Only” Kind.

Soldier, Kan.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am well pleased with the 200-egg Perfected Excelsior Incubator bought this spring. It is “the only” kind to my notion.

Yours truly,

MRS. G. D. REED.

Works Like a Charm.

Buxton, Kan.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I received the 200-egg Wooden Hen in good order, and made 85 per cent the first time. It works like a charm.

Yours truly,

W. H. YOUNG.

Brooder a True Friend to Incubator.

Manhattan, Kan.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I can beat my hens all hollow with my Excelsior Incubator. The “Excelsior” will hatch more strong chicks than any hen. My hatches have been from 65 to 85 per cent. The Brooder is a true friend to the Incubator.

Very truly yours,

H. P. HARROLD.

Wooden Hen Inspired Confidence.

Topeka, Kan.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Some five or six years ago I bought one of your Wooden Hens, and it gave such good results that I had perfect confidence in you to order again. I am pleased to recommend the Simplex-Excelsior Incubator and Brooder Combined, for it does perfect work; even better than you claim for it. I am delighted with it, and expect to order another in the spring.

Yours truly, ANNIE M. TRAPP.

First Hatch 75 Per Cent.

Mound Valley, Kan.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Excelsior Incubator came through all right, and we set it the 27th of January with 200 eggs. In just three weeks from that time it brought off 150 fine chicks. I think this was good, considering the cold weather we are having, and it being our first experience with an incubator.

Very truly yours, W. C. INMAN.

Best Machine Made.

Bala, Kan.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Have had two good hatches with the Excelsior Incubator, the last one being 130 from 175 eggs. They are all doing fine. I think the Excelsior the best machine made. The brooder takes better care of the chicks than any old hen.

Respectfully, MRS. JOHN TIDYMAN.

Good Hatches In Hot Weather.

Cherryvale, Kan.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have had good hatches with the Excelsior Incubator. I run it during hot weather and got quite a number of chicks from eggs I did not expect anything of. The last hatch was 129 chicks from 179 eggs. Yours truly, HERMAN S. BAKER.

All Give Satisfaction.

Gabriel, Kan.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: This is to inform you that all incubators you sold us this spring are giving great satisfaction, and the customers are well pleased. The first hatch averaged about 75 per cent of all eggs put in the machine.

Yours respectfully, JOHN M. RAPP.

Four Good Hatches.

Paxico, Kan.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I had good luck with the Excelsior Incubator I bought in March. My fourth hatch is off to-day. I shall get about 80 chicks from 100 eggs.

Yours truly,

ANNA FREY.

KENTUCKY.

Better Than Hens.

Henderson, Ky.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My last hatch with the Excelsior Incubator was 83 per cent of untested eggs. I think the machine is all it should be. I got a better percentage of chicks hatched with the incubator than I did with the hen.

Yours truly,

STRACHAN BARRETT, JR.

Works Splendid.

Sulphur, Ky.

Geo. H. Stahl—Dear Sir: The incubator bought of you last year works splendid. Think I can sell several this season.

Yours respectfully,

Box 53.

LEONARD D. GIVIDEN.

Very Successful.

Jordan, Ky.

Geo. H. Stahl—Dear Sir: Have been very successful with the Excelsior Incubator since last spring, and expect to do even better when I become well acquainted with it.

A. T. OLIVER.

Perfect Satisfaction.

Silver Creek, Ky.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My incubator and brooder have given perfect satisfaction. The only mistake I made was in not getting a larger outfit.

Very truly,

MRS. NANNIE J. ALLEN.

90 Per Cent Hatched.

Lietchfield, Ky.

Geo. H. Stahl: Am well pleased with the incubator and brooder bought of you last season. Got a 97 per cent hatch from 200 eggs.

Respectfully,

W. H. BROWN.

Would Not Part With It.

Franklin, Ky.

Sir: Have been using one of the Excelsior Incubators for the past three years and have had very good results. Would not care to part with it unless I could get one of your latest Excelsiors, which I hear spoken of so highly.

Respectfully,

V. K. WITT.

88½ Per Cent Hatched.

Payne's Depot, Ky.

Geo. H. Stahl—Dear Sir: Thinking you might wish to hear from me in regard to our success with the incubator bought of you last spring, I will give you the result of our first hatch this year. On Feb. 17th we started it with 203 eggs. On Feb. 25th we tested out all but 167 eggs, and then left a few doubtful ones in the incubator. On March 8th and 9th we took from our incubator 147 nice, strong chicks—88½ per cent of the fertile eggs. Don't you consider that a good hatch at any time of year, especially in early spring? You can use this as you please.

Yours truly,

J. W. HERRIOTT.

Better Than Expected.

New Hope, Ky.

Geo. H. Stahl—Dear Sir: The incubator arrived in good order, and is even better than expected. Think the Excelsior is the only hatcher made. A friend of mine wants one, and I want another this fall.

Respectfully,

F. W. HAGAN.

First Hatch 95 Per Cent.

Broadhead, Ky.

Dear Sir: Bought one of your Excelsior Incubators about three years ago, and have had very good luck with it. My first hatch was 95 per cent, the second 85 per cent, and my average has been about 80 per cent.

Yours truly,

GEO. W. BOWER.

Three Hatches Averaged 75 Per Cent.

Ashland, Ky.

Geo. H. Stahl: Write to give you the results of my first three hatches with the Excelsior Incubator. They were 75 per cent of the fertile eggs. The Excelsior is a first-class incubator, and you are at liberty to use my name as reference. The brooder is as good as any hen.

Box 213. Yours truly, HENRY GEHRINGER.

Hatched Over 98 Per Cent.

Louisville, Ky.

Geo. H. Stahl—Dear Sir: I write to let you know the success of my second hatch with the Excelsior Incubator. It was beyond my expectation, being a fraction over 98 per cent of the fertile eggs. The Excelsior is but little more trouble to run than the winding of a clock. My chicks are now three weeks old, and a finer lot I never saw. Have not lost a single one.

Respectfully,

H. A. BENDER.

It Affords Me Pleasure.

Greenville, Ky.

Geo. H. Stahl: It affords me pleasure to state that I have just had a hatch from one of your Excelsior Incubators, and out of 120 fertile eggs got 112 chickens. This is my first experience with an incubator, and am more than pleased. Shall want a few more machines later.

Yours, etc.,

W. L. PHILLIPS.

LOUISIANA.

How's This?

New Orleans, La.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the Excelsior Incubator was over 75 per cent, which I consider very fine. Very truly yours,

JAS. A. PREST, 500 Hy. Clay Ave.

Wants Another Outfit.

Iowa, La.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have just completed a very good hatch with the Simplex-Excelsior Incubator and Brooder Combined. I have 115 fine chicks out of 143 eggs. I want another outfit.

Very respectfully,

GEO. J. TURNER.

Of Course.

New Orleans, La.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My last hatch with the Wooden Hen was 45 chicks out of 50 eggs. Of course I am well pleased. Yours truly,

1322 Elysian Field Ave.

JOSEPH PARPAL.

Incubator a Dandy—Brooder Takes Care of Chicks.

Fort Jessup, La.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I recently purchased one of your Excelsior Incubators, second hand, and must say that it is a dandy. I got 163 chicks out of 200 eggs, and they are as fine a lot of youngsters as I ever saw. I have not lost one; the brooder takes care of that.

Very truly,

B. L. BARBER.

First Hatch 75 Per Cent.

New Orleans, La.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have just completed my first hatch with your Simplex-Excelsior Incubator and Brooder Combined. I put in 120 eggs and got 90 chicks. This was my first experience with an incubator. My friends told me the chicks looked like they were a week old when just two days old.

Yours truly,

1132 Poydras, cor. Basin St.

GEO. A. THOMAS.

MAINE.

125 Chicks From 150 Eggs.

Shawmut, Me.

Geo. H. Stahl—Sir: Have been quite successful with the Excelsior Incubator bought of you last spring. My last hatch was 125 chicks from 150 fertile eggs. Think I can do better this year.

Respectfully,

WALLACE H. JEWELL.

Entire Satisfaction.

East Hiram, Me.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: The two Wooden Hens bought of you about two years ago have given entire satisfaction. They hatched about 80 per cent. I have a large hot-air machine that does not work as well as the Wooden Hens.

Yours truly,

CHAS. W. OSGOOD.

155 Chicks from 160 Eggs.

Freeport, Me.

Dear Sir: Thought I would tell you of my first hatch in your incubator. Out of 160 eggs I got 155 nice chickens. Thought that was good for the first time.

N. S. SOULE.

Chicks Keep Her Busy.

Hamden Corner, Me.

Sir: Meant to have written to you long ago, but have been so busy raising chicks that I have neglected doing so. Sold one of the outfits as soon as I received it. From the one I kept, in two hatches, I got 125 chicks from 194 eggs placed in the machine; next time 175 chicks from 210 eggs. Didn't test out very well, as it was all new business to me. Now have 278 healthy, vigorous chicks. What more could a poultry keeper ask?

Yours with respect,

MRS. WARREN DELANE.

Truly.

Upper Gloucester, Me.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have had two hatches with the Wooden Hen purchased recently. I got 80 chicks out of 91 eggs the first hatch, and 76 chicks out of 90 eggs, and not a cripple. Truly the Wooden Hen is the "biggest little thing on earth."

Yours truly,

A. ESTES.

Suits Exactly.

North Paris, Me.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Perfected Excelsior Incubator has arrived, and it is far better than I expected. It suits me exactly.

Yours truly,

P. A. CRAWFORD.

Much Pleased.

Boothby, Me.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: On my arrival home yesterday I found 100 little chicks in the incubator. I think that is pretty good for the first trial. I am much pleased with my machine, and shall order another one later.

Yours truly,

MISS MARION HODGDEN.

Tested Its Merits.

New Harbor, Me.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Wooden Hen is not only a cheap, but a reliable incubator. I, for one, have tested its merits. I have just taken off a hatch of 90 chickens from 100 eggs, and my neighbor has just hatched 45 chicks from 50 eggs placed in his small Wooden Hen. You can not beat these hatches with hens.

Yours truly,

THURLOW HANNAN.

MARYLAND.

All It Is Claimed to Be.

Lonaconing, Md.

Geo. H. Stahl, Quincy, Ill.: Result of the first hatch in incubator sent me was 108 chicks out of 200 eggs put in. The other eggs were not fertile. The incubator is all you claim for it.

Yours respectfully,

JOHN E. MORTON, JR.

80 Per Cent Hatched.

Oakland Mills, Md.

Geo. H. Stahl—Dear Sir: Wish to report my success with the Excelsior Incubator bought of you three years ago. Have just taken off another hatch of 80 per cent. The Excelsior is all right.

Very truly yours,

GEO. W. GEASLEN.

Five Good Hatches.

Blooms, Md.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have had five hatches with the Wooden Hen, as follows: 38 chicks from 40 eggs; 39 chicks from 40 eggs; 40 chicks from 40 eggs; 34 chicks from 40 eggs, and 40 chicks from 40 eggs. How is that? The brooder is the finest thing to care for the little chicks.

Yours truly,

CHARLES E. KIMMEY.

91½ Per Cent Hatched.

Hagerstown, Md.

Geo. H. Stahl: Had a splendid hatch of chicks two weeks ago, making 91½ per cent. It was published in our paper. Since then several have written me asking what machine I use. Gave them your address. It is needless to say I am well pleased with the Excelsior.

Yours truly,

L. B. 204.

HENRY STRITE.

Exceedingly Well.

Salisbury, Md.

Geo. H. Stahl: I write to inform you that I have been very successful with your Excelsior Incubator, having hatched 66 out of 72 eggs the first trial. My second hatch I put in 170 eggs and hatched 148 chicks. Under the circumstances I think this is doing exceedingly well.

Yours respectfully,

JNO. NELSON.

Never Hatched Less Than 85 Per Cent.

Porters, Md.

Geo. H. Stahl—Dear Sir: The incubator and brooder combined bought of you September last is giving perfect satisfaction. I made four hatches, and never got less than 85 per cent from untested eggs. The machine is all that you claim, as I have found from experience.

Very truly yours,

I. G. RINEHART.

90 Per Cent.

Hagerstown, Md.

Geo. H. Stahl: We are very much pleased with the incubator purchased of you this spring. Our first hatch was 90 per cent of fertile eggs. Have been hatching chickens, turkeys and ducks right along since. Many have seen the machine at work and universally pronounce it the best.

Respectfully,

MISSSES RENCH.

Child Can Run It.

Boonsboro, Md.

Mr. Geo. H. Stahl—Dear Sir: From my hatch with the Excelsior Incubator I got 66 chicks out of 84 fertile eggs, and they are all doing well. Every person that has seen my machine says the hen is not in it with the Excelsior. It does all you recommend it to do. A child can run it.

Respectfully,

JOSEPH H. HOUP.

A Great Improvement.

Mill Green, Md.

Have had but little trouble in managing the machine. The first time I got 140 strong, healthy chicks, and the second time 133. Had not enough eggs of my own, and was compelled to buy about 150, many of which were not fertile. Both the first and last lot of chicks are doing as well as any we have ever hatched under hens. The incubator is a great improvement over sitting hens, and one which will no doubt be more extensively used in the near future.

Yours truly,

JOHN R. PYLE.

134 Chicks From 151 Eggs.

Baltimore, Md.

Dear Sir: Your incubator has worked very satisfactorily and we have just completed the second hatch. The first hatch was 83 chicks out of 134 fertile eggs. The second was 134 chicks out of 151 fertile eggs. The eggs from the first hatch were about four weeks old when put in.

Yours respectfully,

1317 W. Fayette St.

H. F. RITTER & BRO.

MASSACHUSETTS.

All Taken Away With It.

Avon, Mass.

Mr. Stahl—Sir: Have had two hatches in my machine. The last one is 125 chickens from 150 tested eggs. Have just filled the machine with Barred Plymouth Rock eggs. Your machine, in my opinion, is the best we have ever tried since I have been in the business. The machine has been so well advertised since I have had mine that I have had twenty callers here a day to see the chickens and machine, and they are all taken away with it.

Box 168. Yours truly,

Z. W. THAYER.

Old Excelsior Still Doing Good Work.

West Stoughton, Mass.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: There are quite a number of incubators in our town, and their owners come to me for information, for I have had larger and better hatches with the Excelsior bought in 1895, which is still doing good work. Very truly yours,

J. E. PERKINS.

His Best Hatch.

Dunstable, Mass.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I followed your directions and the result is 40 chicks from 50 eggs placed in the machine, and all are well. This is the best hatch I ever had with an incubator.

Yours truly, E. A. GILSON.

Doing Good Business.

Monson, Mass.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I set the 50-egg Wooden Hen with 42 eggs, and got 37 lively chicks. I think this is doing good business.

Yours truly, H. SHAW.

Good Success.

Cochesett, Mass.

Dear Sir: Have had good success; have hatched out three hatches with your incubator. Out of 250 eggs, I got 220 chicks. Think I can sell quite a number in this county.

Respectfully, HOWARD R. GEORGE.

Has Always Done Its Work Right.

Mundale, Mass.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I bought one of your 200-egg incubators seven or eight years ago, and it has always done its work right. The best hatch I have had from it was 195 chicks. I have just had a hatch come off with 140 chicks from 170 eggs, which were gathered in zero weather. It hatched all the eggs that had vitality enough to hatch. Very truly yours, HENRY N. NELSON.

86 Chicks from 112 Fertile Eggs.

Hebronville, Mass.

Have just had a hatch, giving us 86 chickens from 112 fertile eggs, and 11 ducks from 19 eggs.

W. C. POTTER.

One Hundred Per Cent.

Conway, Mass.

Geo. H. Stahl—Sir: Bought one of your incubators this spring that had been used for one season, and had such good success with it (hatching 100 per cent) that I wish to act as agent for it. ARTHUR SMITH.

First Hatch Was 92 Per Cent.

Holliston, Mass.

Geo. H. Stahl: My first hatching in the Excelsior Incubator bought of you last year was about 92 per cent. The recent hatches have been about as good.

Very truly yours, KARL WOODBURY.

Delighted With It.

Fall River, Mass.

Geo. H. Stahl: The incubator and brooder came all right. My friend, who has an old one, is delighted with it. He says he had no trouble in keeping an even temperature; has 15 nice, healthy chicks and 26 more pipped.

Respectfully, WM. I. JENNEY.

62 Smart Buff Cochins.

Belchertown, Mass.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have had such good success with the Wooden Hen that I thought I would tell you about it. My first hatch was 62 smart Buff Cochin chicks out of 71 eggs. It is the first incubator I have ever seen. I call that doing well for a "greenhorn."

Respectfully, H. D. SANFORD.

Hatches All Right.

Fall River, Mass.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Wooden Hen I bought a few years ago hatches all right. The first time it hatched 27 chicks; the next time, 29 chicks, and the next, 36 chicks.

Yours truly,

FRED. TUCKERMAN.

100 Per Cent Hatch.

Danversport, Mass.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Wooden Hen is all you claim it to be. It certainly will hatch every fertile egg, for out of 34 fertile eggs I got 34 handsome chicks. They are now a week old, very smart, and have not lost one.

Yours truly,

MIRA C. BLAKE.

MICHIGAN.

Hatched 90 Per Cent of Fertile Eggs.

New Haven, Mich.

Geo. H. Stahl: I have been using an Excelsior Incubator the past season with very good success, hatching from 75 to 90 per cent of fertile eggs. Run the machine without any thermostatic rod, it being broken. Think the Excelsior the machine to buy.

Yours for poultry,

R. E. MILLER.

Wooden Hen Is All Right.

Grand Rapids, Mich.

Geo. H. Stahl, Esq., Quincy, Ill.—Dear Sir: The Wooden Hen is all right. She hatched me 27 fine, strong chicks from 30 fertile store eggs, and the "Hen" Brooder is taking first class care of them.

Yours truly,

202 James St.

S. H. BEARDSLEE.

Can Recommend It.

Freeland, Mich.

Mr. Stahl: We are much pleased with the incubator purchased from you. Have a second lot of chicks just off and they are a fine, healthy lot, too. We recommend your machine to all.

Truly yours,

MARION T. SHELTON.

\$43.00 Worth of Broilers.

Utica, Mich.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Wooden Hen, purchased of you some time ago, is still doing business. I have sold \$43.00 worth of broilers.

Very truly yours,

W. G. McVITTIE.

Store Eggs.

Copemish, Mich.

Dear Sir: I have just finished my first hatch with one of your No. 2 incubators, and got 73 per cent. The eggs were store eggs.

Yours truly,

D. A. SLUSSER.

A Grand Success.

Smyrna, Mich.

I have one of your Excelsior Incubators and it is a grand success. Please send one of your catalogues to the address below, as he has seen my machine work, and wants one just like it.

Respectfully,

J. T. JOSLIN.

223 Chicks from Two Hatches.

Bronson, Mich.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have one of your 1897 Excelsior Incubators and my first two hatches brought me 223 strong healthy chicks. I had never seen an incubator before, and have used a dairy thermometer, which you know was not right.

Very truly yours,

MRS. MINNIE PRESTON.

Fine Luck.

Detroit, Mich.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Please give me your price on a Hen Brooder to go with the Wooden Hen. I am having fine luck with my machine, and have taken off one hatch of 80 per cent and another is to come off to-night.

Yours truly,

173 Theodore St.

J. H. THORN.

No Hens in His.

Grand Rapids, Mich.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I placed 200 untested eggs in my Excelsior Incubator and hatched 140 chicks, and they are now one week old. I would not take a hen for a gift as a setter. Very truly yours,

Box 26.

JOHN W. BLAIN.

A Nice Lot of "Rocks."

Armada, Mich.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Have had three hatches with the Wooden Hen. I have a nice lot of Barred and Buff Plymouth Rocks.

Yours truly, **ALFRED GROAT.**

Well Pleased, and Used Store Eggs.

Burr Oak, Mich.

Geo. H. Stahl—Dear Sir: Am well pleased with my first hatch, for I have 92 chicks out of a lot of eggs that we bought at the store, and some had been chilled.

Very truly yours, **MARTIN BAUMEISTER.**

Hatched 80 Per Cent.

Richmond, Mich.

Mr. Stahl—Dear Sir: Am well pleased with the Excelsior Incubator. It hatched 80 per cent of the fertile eggs. You may use my name as reference.

Very truly yours, **CULVER PATTERSON.**

177 Strong, Healthy Chicks from 179 Eggs.

Hermannsville, Mich.

Geo. H. Stahl, Quincy, Ill: Am very glad to make a report of my first hatch with the Simplex-Excelsior Incubator and Brooder Combined. From 179 fertile eggs, I have 177 strong, healthy chicks. They are two weeks old, but whoever sees them says I must be mistaken. They never saw the like.

Very truly yours,
FRANK R. MATTERS DORF.

Glass Top a Convenient Thing.

Ann Arbor, Mich.

Geo. H. Stahl: The first hatch with the 100-egg size Excelsior Incubator I got 65 fine little chicks out of 74 eggs. The glass top is the most convenient thing I ever saw. I wish you and your machine the best of success.

Very truly yours, **P. C. MEYER.**

Hatched 195 Chicks From 200 Eggs.

Caro, Mich.

Dear Sir: Please mail me a book of instructions for operating the Excelsior Incubator purchased in 1892. The machine has given entire satisfaction, having hatched as many as 195 chicks from 200 eggs.

Yours truly, **E. H. WATSON.**

"Cracker-Jack."

Pontiac, Mich.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I must tell you about my second hatch with the Wooden Hen. I set 204 eggs, tested out 39 and got 151 chicks. I think this is a "cracker-jack" hatch for July.

Respectfully yours, ALBERT YAHN.

Knocks the Hens Out of Employment.

Dayton, Mich.

Geo. H. Stahl, Quincy, Ill.: The incubator bought of you is giving the best of satisfaction; it has knocked the old hens out of employment in our place.

Respectfully, S. A. FERGUSON.

His First Experience.

Buel, Mich.

My order received and filled O. K. We put 198 eggs in the incubator and run according to directions, and the result was, we hatched 149 chicks out of 164 fertile eggs. Like the machine very much, and would not be without one. This is my first experience with an incubator.

Yours respectfully, WM. ROBB.

Chicks Alive and Doing Well.

Goodell, Mich.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I like the 200-egg Wooden Hen very much. It hatched 136 chicks the first time, and all are alive and doing well. Will send for a brooder soon. Yours truly, MRS. E. A. BROWN.

Will Hens Hatch in December?

Clara, Mich.

Geo. Stahl: Thought I would write to let you know I had tested the incubator, and it works like a charm. Set it and hatched all the fertile eggs.

Yours respectfully, LEONARD BROWN.

770 Chicks.

Hermannsville, Mich.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I thought I would let you know that my Simplex-Excelsior Incubator and Brooder Combined is still doing fine work. I have raised 770 chicks this summer, and expect about 180 more.

Yours respectfully, FRANK R. MATTERS DORF.

Wishes She Had a Larger Size.

Thomas, Mich.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am very well pleased with my little incubator. Only wish it would hold 100 eggs in place of 38. I shall set it in March and run it until the last of May. My second hatch brought me 37 fine chicks.

Yours truly,

MRS. J. M. GOODWIN.

It's All Right.

Adrian, Mich.

Dear Sir: The hatch before this one we got 160 chicks out of 175 eggs; the last hatch we got 173 out of 183 fertile eggs. Think the machine is all right.

Yours truly,

ARTIE J. DEAN, JR.

Never Saw an Incubator Before.

Alma, Mich.

The incubator bought of you some time ago, must say, works like a charm. Never saw an incubator before in my life; set it up all alone and run it alone. Hatched out 162 chicks from 200 eggs the first time tried; think this is doing pretty well for a person having no experience. Please accept thanks for making something that will beat a hen hatching eggs.

Very respectfully,

Box 82.

JAMES L. EDWARDS.

First Hatch Paid for Machine.

Ann Arbor, Mich.

Sir: Have not written you for some time; will write and let you know am still having good luck. Have hatched 625 chickens and 75 ducks in only five sittings. First hatch more than paid for the machine.

Yours truly,

WM. E. PARKER.

MINNESOTA.

Excellent.

Luxemburg, Minn.

Dear Sir: Bought one of your Excelsior Incubators and Brooders last year and have had very good success with it. From four hatches received about 475 fine chicks, and will say that the incubator is excellent.

Respectfully,

JACOB LEMM.

150 Chicks from 170 Untested Eggs.

Willow River, Minn.

Geo. H. Stahl: The Excelsior Incubator and Brooder arrived in good condition, and am well pleased with them. There are no better made. Out of 170 untested eggs got 150 chicks; will order a larger size machine soon.

Yours truly,

FRANK TURASKA.

Has Given Entire Satisfaction.

St. Cloud, Minn.

Geo. H. Stahl: This is to certify that the Excelsior Incubator purchased from you has given entire satisfaction, having hatched out of 185 eggs 130 chicks, the 50 remaining eggs being unfertile. Taking into consideration that I have never run an incubator before, think this is doing very well.

Yours truly,

1428 Breckenridge Ave.

JOS. P. DAUBANTON.

Wooden Hen is O. K.

Ellsworth, Minn.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My last hatch came off the 11th of June and from 90 eggs I have 73 chicks. I think that very good for that time of the year. The Wooden Hen is O. K.

Respectfully yours,

JOHN WAGNER.

Hatched All Winter.

Wheaton, Minn.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am well pleased with the Wooden Hen. I run it in my sitting room all winter, and it hatched from 35 to 38 chicks from 40 to 43 eggs. I will soon send in my order for a 200-egg Incubator and Brooder.

Yours truly,

CHRIST JANSEN.

Would Use No Other.

St. Paul, Minn.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: This city is flooded with incubators of all descriptions, but I would not exchange my "Excelsior" for all of them. I hardly believe that you can find a machine to hatch better than 85 to 95 per cent. I have used the Excelsior for some years, and would use no other.

Very truly,

638 Fuller St.

A. H. WEINKE.

Great Success.

Duluth, Minn.

Geo. H. Stahl—Sir: Last March T. A. Himebaugh and myself bought a 200-egg incubator from you; had great success with it, hatching in the first hatch 186 chicks and in the second 181; think no incubator on earth can make as good a showing as that with greenhorns.

Yours,

W. L. TUTTLE.

Hatched 100 Per Cent.

Brown's Valley, Minn.

Geo. Stahl—Dear Sir: Incubator arrived in due time; put in 120 mixed eggs bought from farmers and hatched 92 per cent; three sittings of fancy eggs from Pennsylvania, and hatched 100 per cent; four dozen Brahma eggs that were laid in February and March, hatched 79 per cent of fertile eggs; balance were turkey and goose eggs; got 100 per cent of the turkey eggs, and the goose eggs will be due to-morrow. So far the machine is a grand success, and does its work faithfully. Never saw one before, and simply followed directions.

Yours, etc.,

F. E. PURPLE.

Best Luck in the City.

Owatonna, Minn.

Mr. Geo. H. Stahl, Quincy, Ill.: Got 150 chicks from 196 untested eggs the last hatch; this is the best luck in the city. There is a party that is going to call here to-day that wants one. The Excelsior takes the cake.

Yours,

T. J. IRONS.

Two Good Hatches.

Walnut Grove, Minn.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the 100-egg Wooden Hen bought last year was 66 chicks; the next time 74 chicks. Expect to do better this year.

Yours very truly,

JAMES W. MARVIN.

A Nice Lot of Chicks.

Hampton, Minn.

Dear Sir: Put 204 eggs in the incubator; tested out the unfertile ones, leaving 196, and out of this got 142 chicks. They are a fine lot of little chicks, and are growing finely; are one week old to-day. Have had some compliments on such a fine lot of chicks. Have set the incubator again, putting in 208 eggs, also some bird eggs.

MRS. WM. DUFF.

Better Than Hens.

Green Isle, Minn.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: You can use my name as reference as much as you please. My incubator hatched out 130 nice chicks out of 150 eggs, and are growing nicely. They are better than hen hatching. I am well pleased with my investment.

Very truly yours, MRS. MATHEW WILSON.

Exceeded Expectations.

Anndale, Minn.

Geo. H. Stahl, Esq., Quincy, Ill.—Dear Sir: The Wooden Hen I bought of you recently has worked nicely. My first hatch exceeded my expectations.

Yours truly, HERBERT W. LONGWORTH.

Another Hatch.

St. Michaels, Minn.

Geo. H. Stahl: Have just taken off another hatch from the Excelsior Incubator. Out of 175 eggs got 110 Plymouth Rock chicks.

Respectfully,
J. RUSSELL, JR.

97 Per Cent Hatched.

Chatfield, Minn.

Dear Sir: Have had good success with the Excelsior Incubator and Brooder bought of you in 1896. Have hatched as high as 97 per cent of fertile eggs.

Respectfully, E. L. BALCOM.

89 Per Cent.

Canton, Minn.

Geo. H. Stahl—Dear Sir: Have just taken off my fifth lot of chicks, hatched in the Excelsior Incubator bought of you. My hatches have been 65 per cent, 71 per cent, 75 per cent, 84 per cent and 89 per cent, respectively, of the fertile eggs, or an average of 77 per cent. The Excelsior is all right.

Very truly yours,
ELWOOD DUNN.

Good Hatches.

Fairbault, Minn.

Dear Sir: Every one is much interested in my Excelsior and the good success had with it. Hatched 135 out of 170 eggs the first time, and have had good success with all my hatches.

Truly yours,
FRED. MCENTYER

MISSISSIPPI.

Very Good Satisfaction.

Osborn, Miss.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Wooden Hen I bought last year gave very good satisfaction. Will order brooder soon.

Respectfully,

G. G. CASTLES.

Could Hatch Them All.

Natchez, Miss.

Dear Sir: I have one of your Excelsior Incubators, bought of Dr. Aikman, and hatched 75 per cent of the eggs put in the machine. If I could tell fertile eggs better I think I could hatch them all. Think several machines can be sold in this locality.

W. J. KAISER.

98 Per Cent Took Their Breath.

Aberdeen, Miss.

Geo. H. Stahl—Dear Sir: My chicks came off on the 19th and 20th days. My hatch was 98 per cent. Went down to West Point to see some "brag" machines of a well known make, but took their breath away when I told them I had hatched every fertile egg but six. The best they had done was 50 per cent.

J. R. YOUNG.

Her Neighbors Are Envious.

Steenston, Miss.

Dear Sir: Am well pleased with the Excelsior Incubator. The first hatch was 75 per cent. Think I would have had a better hatch if I had a better place to run the machine. Some of my neighbors are envious of my success.

Very truly yours,

MRS. R. E. LEECH.

Will Telegraph for Another.

Meridian, Miss.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Last year I bought and used one of your small Wooden Hens with excellent success. No doubt the Wooden Hen this year is as good as it ever was, but I hardly think it could be better than the one I have. Shall order another one by telegraph in a few days. Yours truly,

HARRY C. BURTON.

80 Per Cent the First Time.

Vicksburg, Miss.
Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first attempt at artificial incubation was 80 per cent of the eggs. We are much pleased.

Yours truly,
D. G. GOODRUM.

MISSOURI.

Met Expectations.

Chillicothe, Mo.
Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Wooden Hen is as good as any incubator, regardless of price. Have had three successful hatches. The incubator has, in every way, met our expectations. Wishing you success, I am,
Yours respectfully, JOHN McBRIDE.

Heartily Recommends It.

Bonne Terre, Mo.
Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: You may use my name as reference as one who heartily recommends the Excelsior Incubator.
Yours truly,
HATTIE WILKSON.

Used It for Eight Years.

Wellsville, Mo.
Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have used one of your Excelsior Incubators for eight years, and am well pleased with it. Very respectfully,
MRS. L. VIC MORRELL-ALLISON.

Like It Very Much.

Lathrop, Mo.
I have just taken off my second hatch. Got 100 chicks out of 152 eggs. First hatch, 137 out of 170 eggs. This is my first experience with an incubator, and I like it very much.
Yours, J. McCUNE.

I Think.

Charleston, Mo.
Geo. H. Stahl—Set my Excelsior Incubator with 210 store eggs and got 173 fine chicks, which is doing quite well, I think. Respectfully,
D. O. LANE.

Temperature 10 Degrees Below Zero.

Pollock, Mo.

Geo. H. Stahl—Dear Sir: I wish to tell you of my last hatch with the Excelsior Incubator. With the temperature at 10 degrees below zero, in a room, it hatched 143 chicks out of 175 eggs. Have not touched the regulator only at the beginning of the hatch. If you wish to use this statement, you are at liberty to do so.

Very truly yours, ANDREW COTTON.

Greatest Machine They Ever Saw.

Millerville, Mo.

Dear Sir: Completed my first hatch with the Excelsior Incubator about two weeks ago. Out of 200 eggs took off 165 chicks. Am well pleased with the machine, and all the people in the neighborhood think it is the greatest machine they ever saw.

Yours truly,

MRS. VICTORIA HICKSON.

150 Chicks From 170 Fertile Eggs.

Hamilton, Mo.

G. H. Stahl, Quincy, Ill.—Let me tell you of my first hatch with the Excelsior Incubator. Put in 200 eggs, tested out 30 unfertile, and got 150 chicks. Had I followed your directions closely, I surely would have had more chicks.

Very truly yours,

MRS. JEFF D. THOMPSON.

Seven Successful Hatches.

Stockton, Mo.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I bought from you a Simplex-Excelsior Incubator and Brooder Combined two years ago, and have had seven successful hatches from it. With the brooder attachment it makes a very desirable outfit for every farm woman. My chicks are grand.

Very truly yours, MRS. J. W. TIDGWELL.

176 Chicks From 200 Eggs.

Millerville, Mo.

Geo. H. Stahl—Am much pleased with the Excelsior Incubator received from you last May. My first hatch was 162 chicks from 204 untested eggs, while the second was 176 chicks from 200 eggs. Several machines will be sold in this neighborhood next year.

Yours truly, NANCY A. BROWN.

Well Pleased.

New Cambria, Mo.

Dear Sir: I am well pleased with the Excelsior Incubator. My first hatch has come off, and it hatched 115 chicks out of 142 eggs. Think I have done well for the first time.

Very truly yours,

E. L. OGSTON.

87 $\frac{2}{3}$ Per Cent Hatched.

St. James, Mo.

Geo. H. Stahl, Quincy, Ill.—The fifth hatch with my Excelsior Incubator is 87 $\frac{2}{3}$ per cent of the fertile eggs. Consider the machine first-class in every respect.

Yours truly,

O. E. FELTON.

Set It Five Times.

Peaksville, Mo.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I bought a 100-egg Wooden Hen last spring, and set it five times. Had good luck every time.

Yours truly,

ALPHA SHULER.

MONTANA.

Averaged 85 Per Cent.

Townsend, Mont.

Mr. Geo. H. Stahl—Received the incubator and brooder all safe. Like the machine well. Got 85 per cent of chicks the first hatch and about the same the second. Have filled it again and will let you know the result.

Yours truly,

J. F. FRANKLIN.

Gave Good Satisfaction.

Corvallis, Mont.

Geo. H. Stahl, Quincy, Ill.—My second hatch is just off with some of the finest chicks I ever saw. Out of 202 untested eggs have 39 ducks and 150 chicks. The first hatch gave good satisfaction. It will hatch all fertile eggs.

Respectfully,

C. M. LORIMORE.

90 Per Cent This Year.

Phillipsburg, Mont.

Sir: Have one of your Excelsior Incubators, which hatches about 90 per cent. For this year I will want two machines of 500-egg capacity.

Respectfully,

H. C. PHILLIPS.

130 Chicks.

Corvalia, Mont.

Sir: My fourth hatch is just off, and out of 212 eggs hatched 130 chicks. Did not test the eggs, but am confident lots of them were rotten when I set them.

Yours respectfully, C. M. LARIMORE.

Delighted With It.

Helena, Mont.

Mr. Stahl—Dear Sir: Feel it a duty, and at the same time a very great pleasure, to inform you that the incubator you sent me has proved perfect, hatching out every fertile egg placed in it, and I have a fine lot of healthy chicks. I am delighted with it. Yours, JAMES R. HARRIS.

It is a Daisy.

Granite, Mont.

Geo. H. Stahl, Quincy, Ill.—Have been so busy since I got my incubator that I did not get around to making my report to you. Your machine is a daisy; it beats hens all to pieces. Respectfully, L. SMITCHGER.

NEBRASKA.

8,000 Chicks in Six Months.

Columbus, Neb.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My Excelsior Incubators have hatched 8,000 chicks in six months. The regulator is the most perfect I have seen. I have used several of other makes, but the "Excelsior" is my favorite.

Very truly yours, J. W. C. CRAUN.

90 Per Cent Hatched.

Omaha, Neb.

Geo. H. Stahl—Dear Sir: Have one of your Excelsior Incubators running now, and from first hatch I hatched 90 per cent of fertile eggs. The Excelsior is what it is represented to be. Respectfully, R. N. BOYLE.

Satisfactory in Every Respect.

Martland, Neb.

Geo. H. Stahl—Dear Sir: Have been running one of your Excelsior Incubators for several years, and they are satisfactory in every respect. JNO. L. KOOZER.

176 Chicks Out of 200 Eggs,

Naponee, Neb.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have just hatched 176 chicks out of 200 eggs with the Simplex-Excelsior Incubator and Brooder Combined.

Yours truly,

PETER HOUTZ.

First Hatch 173 Chicks.

St. Bernard, Neb.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: From the first hatch with the 200-egg Wooden Hen I have 173 chicks, and the second hatch 147 chicks.

Very truly yours,

OTTO BLANK.

Excelsior Beats Them All.

Lexington, Neb.

Geo. H. Stahl—Dear Sir: There are several kinds of incubators in our neighborhood, but the "Excelsior" beats them all. Out of 200 untested eggs my machine hatched 150 chicks. One of the other machines only hatched 90 out of 200 eggs, while the other one 22 out of 100. There are several persons in this vicinity wanting incubators, and will buy none but the "Excelsior."

Very truly yours,

G. ROB BEATTY.

NEW JERSEY.

33 Chicks From 39 Eggs.

Elizabeth, N. J.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I had a hatch come off from the Wooden Hen Saturday, and got 33 chicks from 39 eggs. There will be several of your machines sold in this vicinity next season.

Very truly yours,

W. H. NEEFUS.

190 Chicks From 196 Eggs.

Bridgeton, N. J.

Dear Sir: Am well pleased with the Excelsior Incubator. Put in 196 eggs and hatched 190 chicks, which I consider is very good, for I bought all of the eggs in the country, and they were jolted around on the way home. Lots of people have been in to see the hatcher, and I think it is great. Shall want another incubator and brooder in November.

Respectfully,

JNO. GRINER.

Consider This Very Good.

Deckertown, N. J.

Mr. Stahl—Have just finished my first hatch, and from 125 eggs got 96 chicks. Consider this very good. There were 12 more pipped, but did not get out. Think I put in too much moisture.

Very truly yours, FRANK VANDRUFF.

A Very Good Hatch.

Harbourton, N. J.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I had a very good hatch from the Simplex-Excelsior Incubator and Brooder Combined; 132 chicks from 164 eggs.

Very truly yours, F. BLACKWELL.

More Than Satisfied.

Jersey City Heights, N. J.

The Excelsior Incubator and Brooder bought of you last year, am pleased to say, is giving more than satisfaction. Now want an 800-egg incubator and a 1,000-chick capacity brooder.

Respectfully, M. REDGRAVE.

Turned Out 70 Chicks.

Kearney, N. J.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The 100-egg Excelsior Incubator purchased of you in February has given good satisfaction. It has just turned out 70 chicks from 85 eggs. I am so well pleased with it that I shall get a larger one this fall.

Yours truly,

815 Harrison Ave.

W. J. IRVING.

NEW HAMPSHIRE.

191 Chicks from 200 Eggs.

Enfield, N. H.

Geo. H. Stahl—In the spring of 1891 my brother purchased one of your 200-egg size Excelsior Incubators with brooder. On March 14th, we started it with 200 candled eggs, and we called them all fertile; in just 21 days we had 191 as smart chicks as one could wish to see. There were nine bad eggs. Then we put in 200 more without testing, and got 164 live chicks, which is a better average than the five hens we set as a test. My brother and I are going into the poultry business again, and would like to have descriptive catalogue at once.

Yours truly, BERT C. MERRILL.

90 Chicks from 100 Eggs.

Berlin Mills, N. H.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have just had another hatch, and from 100 eggs 96 chicks were hatched. Am now ready for another outfit.

Very truly yours, GEORGE R. McCURDY.

More Than Pleased.

Grantham, N. H.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: On July 17th I put 103 eggs in the Wooden Hen and got 90 chicks. I think we did more than well for the first time, and we are more than pleased with our machine.

Yours respectfully, WM. E. BREWE.

75 Chicks from 78 Eggs.

Chester, N. H.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: From the 100-egg Excelsior Incubator containing 78 eggs, I took out 75 good, strong chicks, which I think was pretty good.

Yours truly, C. W. ANDERSON.

All It is Claimed to Be.

Bristol, N. H.

Geo. H. Stahl, Esq.—Have just finished my first hatch with the Excelsior Incubator. Out of 200 untested eggs got 151 chicks, which is very good for my first attempt. The Excelsior Incubator is all that it is claimed to be.

Respectfully, MRS. Z. E. TILTON.

NEVADA.

Did Well.

Genoa, Nev.

Mr. Stahl—Hatched 136 chicks out of 195 fertile eggs. Think next season I can hatch every fertile egg. Beats the old hen for me, and think next spring you can sell a good many machines. Have shown my machine to every one interested in the chicken business, and they all like it, and think they will take one. Had my machine set in a cellar, and we had cold winds and a big storm while it was hatching; so I think, taking everything into consideration, and being a green hand at it, I did very well for the first hatch. I remain,

Very truly yours,

MRS. J. RODONBAH.

Still Coming.

Dayton, Nev.

Dear Sir: My incubators are doing very well. Hatched 145 chicks out of 200 untested eggs, and in my last hatch have 127 chicks, and they are still coming.

Respectfully,

BYRON GATES.

NEW MEXICO.

Regulators the Best.

Raton, N. M.

Sir: Put 100 eggs in my machine and got 92 strong chicks without testing. Believe your heat regulators are as good as can be made, and better than any now in use.

A. H. ZIEGENFUSS.

Averaged 85 Per Cent Three Times.

Fort Bayard, N. M.

Geo. H. Stahl—It is a pleasure for me to recommend your Excelsior Incubator. If operated according to your directions, success will be sure to follow. Have had three hatches this spring, averaging 85 per cent of fertile eggs. The Excelsior Brooder is a grand success, and will do all that you claim for it.

Respectfully,

PATRICK MASON,
Sergt. Co. D., 25th Inf.

NEW YORK.

Regulation Did Not Vary One Degree.

Jerusalem, N. Y.

Dear Sir: Borrowed an Excelsior Incubator from one of my neighbors, and from 199 eggs got 148 strong, vigorous chicks. Now want two big machines of my own. This is the first time I ever run an incubator, and can highly recommend your machine. The regulator did not vary one degree during the entire hatch.

Very truly yours,

RAYMOND BECKER.

Cornell University—Agricultural Experiment St'n.

Ithaca, N. Y., May 6th, 1901.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: We have had a 200-egg Excelsior Incubator in use since 1895 and it has proved very satisfactory. It is durable in construction, easy in manipulation, and certain in regulation of temperature.

Very truly yours,

H. H. WING,

In Charge of Poultry.

Took First Premium.

Angelica, N. Y.

Geo. H. Stahl—Dear Sir: I had my incubator and was induced to move it to the county fair. Everybody said it would not hatch 5 per cent of the eggs, but it hatched 85 per cent and took the first premium. People were very much interested, and the machine attracted attention all day long.

Very truly yours,

CHAS. CLOSSER.

Did Better With the Excelsior Than Any Other.

Cortland, N. Y.

Geo. H. Stahl—Out of 57 fertile eggs in the Excelsior Incubator I got 45 chicks. This is better than I have done with any other incubator.

Very truly yours,

W. H. WOOD.

All Claimed for It.

Gloversville, N. Y.

Mr. Geo. H. Stahl—Dear Sir: Am highly pleased to report a 70 per cent hatch, and think the Excelsior is all that you claim for it.

Very truly yours,

F. P. RIGHTMYER.

133 Chicks First Time.

Wolcott, N. Y.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the 200-egg Wooden Hen was very fair, for I have 133 chicks. I think the percentage would have been higher if I had been more thorough in the testing of eggs.

Yours respectfully,

R. P. BAILEY.

Isn't It?

Annadale, L. I., N. Y.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch was 65 chicks from 75 fertile eggs. Pretty good for a greenhorn, isn't it?

Yours truly,

GEO. A. ROYS.

245 Chicks from 300 Untested Eggs.

Hess Road Station, N. Y.

Geo. H. Stahl—Bought one of your Excelsior Incubators from you last spring and wish to say that I have done better than any of those around me, who were using other makes of machines. My first hatch was only a little over 50 per cent, as I did not fully understand the machine. All the hatches grow better, and my last one gave me 245 fine chicks out of 300 untested eggs.

Respectfully yours,

GEORGE HYDE.

Find It O. K.

Mountainville, N. Y.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I recently purchased one of your Excelsior Incubators of the 1895 pattern. I find it O. K. in every respect. The tank and regulator is just as good as the day put in. Can recommend your machine to any one.

Yours truly,

CHARLES A. HUGHES.

Chicks Came Promptly.

Pike, N. Y.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I can report 84 per cent of all fertile eggs hatched, and the chicks are strong and healthy. They are six days old and doing well. I followed your instructions to the letter and the chicks came out promptly on the 21st day.

Yours truly,

F. D. ELLSWORTH.

Best Results Possible.

Brooklyn, N. Y.

The incubator bought of you some time since has given the best results possible. Respectfully,

147 Fort Green.

DR. LOUIS F. CRIADO.

Done Very Well.

St. Mathews, N. Y.

Dear Sir: Have just taken 89 chicks from the incubator out of a total of 104 eggs. Think I have done very well.

Respectfully,

JAMES A. COCHRAN.

NORTH CAROLINA.

102 Fine Buff Cochins.

Green River, N. C.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: My fine lot of young chicks has kept me too busy to write you of my success. I have 102 fine Buff Cochins from 136 eggs. I had never seen an incubator until this one.

Very truly yours,

MRS. J. T. CAMP.

130 Chicks From 130 Fertile Eggs.

Marshall, N. C.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am glad to make a favorable report of my first hatch. Out of 165 eggs 35 were unfertile and the others all hatched, and I have 130 chicks, and they are all doing well.

Very truly yours,

M. L. ROBERSON.

112 Nice Chicks From 150 Eggs.

Nashville, N. C.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: My last hatch has just come off, and out of 150 eggs, got 112 nice chicks. Many of the eggs were unfertile. My first hatch was much better. Think the cause of the last hatch not being so good, was on account of the eggs.

Very truly yours, J. B. BODDIE.

Very Much Better Than the Hen.

Raleigh, N. C.

Dear Sir: In reference to the Excelsior Incubator I bought of you some time ago, I will say there is no better machine made, and the one bought of you is all that you claim for it, and is much better than the hen, by a long ways. You may use my name for reference if you wish.

Respectfully yours,

C. H. STONEBANKS.

No Improvement Could Be Made.

South Mills, N. C.

Geo. H. Stahl—Dear Sir: I have just taken off my second hatch of 90 nice, healthy chicks from 124 fertile eggs. My first hatch was 96 chicks from 160 eggs. I do not know of any special improvement that could be made on the Excelsior.

Respectfully,

J. F. FOSTER.

Two Chicks in One Shell.

Kitty Hawk, N. C.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I put 196 eggs in the Simplex-Excelsior Incubator and Brooder Combined, tested down to 150, from which I got 126 chicks. There are 119 three weeks old, and are all strong and healthy. My second hatch was 153 chicks from 171 eggs. One of the eggs hatched two chicks; one lived and the other died.

Respectfully,

J. R. BEST.

NORTH DAKOTA.

130 Chicks From the Simplex-Excelsior.

Grand Harbor, N. Dak.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: Am well pleased with Simplex-Excelsior Incubator and Brooder Combined, bought some time ago. Filled it with good eggs, and my first hatch came off with 130 fine chicks. It is now going again.

Very truly yours, HARLEY STOTTS.

First Time 75 Per Cent.

Grand Forks, N. Dak.

Sir: Recently purchased one of your machines, second-handed, and have had good success. Hatched 75 per cent the first time I tried it, and am well pleased with it.

Respectfully yours, H. E. IMLACH.

Proved Very Satisfactory.

Moselle, N. Dak.

Dear Sir: Two years ago purchased one of your incubators. The same proved very satisfactory, but this year have lost my book of directions, and would be pleased to have you send me one.

Yours, R. V. INK.

92 Per Cent Hatched.

Buxton, N. Dak.

Have only had two hatches out of my incubator, but am well satisfied with them. The first got 75 per cent and the second got 92 per cent. In one of the trays got an even 100 per cent—every fertile egg in the tray.

Truly yours,

J. W. CORRY.

One Like It.

Grafton, N. Dak.

Geo. H. Stahl—Sir: Your incubator is giving perfect satisfaction. Every one that sees it talks about getting one like it. Respectfully, SAMUEL FISCHER.

OHIO.

Better Than Hens.

Evansport, Ohio.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: We are very well pleased with the Excelsior Incubator, for it hatched 90 per cent of eggs, which was better than done by our hens. Yours truly, WM. G. STOUGH.

112 Chicks From 118 Eggs.

Palermo, Ohio.

Geo. H. Stahl—Dear Sir: My last hatch with the Excelsior Incubator brought me 112 chicks from 118 eggs. From the two previous hatches I got 150 fine chicks. You are at liberty to use my name. Respectfully, S. H. MOFFET.

Can You Beat This? No!

Racine, Ohio.

Geo. H. Stahl—I have had five hatches with the Excelsior Incubator bought some months ago. First hatched 89 per cent, second 93 per cent, third 88 per cent, fourth 96 per cent, and fifth 98 per cent. I doubt if this record can be beat. Yours, H. H. HARPOLD.

Will Hatch Any Egg.

Worthington, Ohio.

Mr. Stahl, Quincy, Ill.—Dear Sir: I think you would probably be interested to know the result of my second hatch. I have been having a great deal of trouble in getting fertile eggs; 90 eggs tested out on the tenth day to only 46; but I got 42 chicks out of that number, which is about 91 per cent. I think your machine will hatch any egg that has a germ in it. I have no objection to you using my name as reference. Very truly yours, ED. L. WOOD.

Was Surprised.

Sardis, Ohio.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have one of your Wooden Hens, bought three years ago. Put in 40, eggs bought from a store, and was surprised when 34 healthy chicks hatched. I had never seen an incubator before. My second hatch was 47 fine, healthy chicks.

Yours truly,

FRANK HUTCHISON.

None Compare With the Excelsior.

Nelson, Ohio.

Mr. Geo. Stahl—Dear Sir: I have seen other incubators but none that could compare with the "Excelsior." It is easy to run and perfect in every way. I shall recommend your firm as honest, reliable and reasonable in every way.

Respectfully,

L. A. WALKER.

70 Strong Chicks the First Time.

Washington C. H., Ohio.

Mr. Stahl—Dear Sir: I have just completed the second hatch to-day. Out of 100 eggs I got 70 strong chicks, which I consider very good.

Yours,

MADISON WEBB.

Had Two Good Hatches.

Kingston, Ohio.

Geo. Stahl, Quincy, Ill.—We have had two hatches from the incubator bought last February. From the last one we got 160 good, strong chicks from 180 eggs; 12 eggs were unfertile.

Yours,

ANNA B. HOLDERMAN.

Hatches Averaged 75 Per Cent.

Delta, Ohio.

Mr. Stahl—Dear Sir: The 100-egg incubator I bought of you two years ago is a good one, only it is too small for my use. My hatches have averaged 75 per cent.

Very truly yours,

S. K. DAVIS.

118 Nice Chicks from 124 Eggs.

McClure, Ohio.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have just completed another hatch with the Excelsior Incubator. I have 118 nice chicks from 124 eggs. I am well pleased and you may use my name as reference.

Very truly yours,

Box 17.

MRS. M. A. BALLMER,

Not for a Dozen Hens.

Eden, Ohio.
Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I would not exchange my Wooden Hen bought of you a year ago for a dozen old hens. I have had four hatches and each one was a success.
Yours truly, J. S. DAY.

First Incubator I Ever Saw.

Worthington, Ohio.
Geo. H. Stahl, Quincy, Ill.—The incubator I recently bought of you was the first I ever saw or used. From 80 eggs it hatched 65 good, strong, healthy chicks. I think any one who will buy your machine, follow your directions and use good eggs, will be successful.
Respectfully, ED. L. WOOD.

Run By 14-Year-Old Boy.

Warren, Ohio.
Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Perfected Excelsior Incubator I bought of you is first rate. A boy 14 years of age ran it, and got 74 nice strong chicks, which hatched clean and nice. They left the shells in fine shape without help.
Very truly yours,
FRANK METCALF.

Can You Beat This?

Circleville, Ohio.
Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the Wooden Hen was 43 chicks from 49 eggs, and the second was 47 chicks from 49 eggs. I think that is pretty good. The machine is now filled for the third time.
Yours truly, Mrs. H. S. DENNEY.

Can Any Machine Do Better?

Rosewood, Ohio.
Geo. H. Stahl, Quincy, Ill.—I have had eight hatches out of the two Excelsior Incubators I purchased of you, with an average of 94 per cent for all. I do not see how a machine could hatch any better.
Respectfully yours, P. B. DRISCOLL.

Averaged 80 Per Cent.

West Carrollton, Ohio.
Dear Sir: I have finished my second hatch from the Excelsior Incubator, and the average is about 80 per cent.
Respectfully, WM. H. BAINN.

Hatched 97½ Per Cent.

Creston, Ohio.

Dear Sir: I have been using an Excelsior Incubator for two years, and have never had less than 65 per cent, and have had as high as 97½ per cent.

Respectfully,

LYMAN HEWIT.

98 Per Cent.

Bowling Green, Ohio.

Geo. Stahl—Just completed a hatch with the Excelsior Incubator and secured 98 per cent of the fertile eggs, which I think is very good for a green hand.

WESTON YAMKIN.

Would Not Be Without It.

Massillion, Ohio.

My second hatch with the machine came off on the 20th, and am still better pleased. Out of 230 fertile eggs got 167 fine little Plymouth Rock chicks; they are smart, healthy and doing exceedingly well. Out of my first hatch of 112 chicks have 108 left, and think that is pretty well. Think the Excelsior is the nicest machine made, and would not be without one at any cost. MRS. CLARA YINGLING.

Mrs. Garfield.

Mentor, Ohio.

Mr. Geo. H. Stahl—Dear Sir: Our two hatchings last summer with the Excelsior Incubator averaged about 75 per cent. We discovered a good brooder to be as important as a good incubator. Yours truly,

MRS. LUCRETIA GARFIELD.

OKLAHOMA.

Easiest to Regulate.

Myrtle, Okla.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The Wooden Hen is the easiest machine to regulate I ever saw. Last year it hatched 93 per cent, and the hatch that is coming off to-day looks as if every egg would hatch.

Yours truly,

J. W. HALL.

85 to 98 Per Cent.

Okeene, Okla.

Dear Sir: Have a 100-egg machine, bought of a neighbor, and can truthfully say it does its work well, hatching from 85 to 98 per cent. Never saw a machine I liked so well.

Yours,

R. B. HALL.

Excelsior All Right.

Manchester, Okla.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have just taken off my first hatch with the 500-egg Excelsior Incubator. I have 410 nice chicks. Your machines are all right, and I wish the agency.

W. J. JOLLY.

OREGON.

A "Corker."

Chemawa, Ore.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Your little Wooden Hen is a "corker." It was at work all winter, and the last four hatches averaged 91½ per cent, against 82 per cent with a much advertised hot air machine.

Yours respectfully,

C. D. BIAL.

All One Could Expect.

Gladstone, Ore.

Geo. Stahl—Kind Sir: Your hatcher is splendid; it has done all one could expect. Our last hatch of 205 eggs, 148 chicks were hatched. Am well satisfied with incubator.

Respectfully,

MRS. PAUL MILLER.

A Mixture.

Spicer, Ore.

Sir: From my second hatch I got about 74 per cent of fertile eggs. Had a mixture of geese and hen eggs in the machine, and out of 48 fertile eggs hatched 47 chicks; think the machine will do splendid work when I once get the "hang" of it. Yours truly,

W. W. BAILEY.

Better Than Expected.

Portland, Ore.

Mr. Geo. H. Stahl—Dear Sir: I have just finished my first hatch and got 109 chicks out of 141 fertile eggs. That is better than I expected for the first time, and am well pleased. Will want more machines this fall.

Very truly yours,

L. L. HOLLOWELL.

PENNSYLVANIA.

Another Person Well Pleased.

Loganton, Pa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: The 200-egg capacity Excelsior Incubator purchased of you last spring hatches all right and am well pleased with it.

Very truly yours, J. R. SCHRACK.

Entirely Satisfactory.

Carr, Pa.

Geo. Stahl, Esq.—Dear Sir: The incubator and brooder were received all right. From the first hatching I got 104 chicks from 160 eggs. The brooder works well, and the incubator is entirely satisfactory.

Respectfully, GEO. H. KLINE.

Growing Nicely.

Northumberland, Pa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first trial with the Simplex-Excelsior Incubator and Brooder Combined was 72 nice White Leghorns and Plymouth Rock chicks. They are a good size and growing nicely.

Yours truly, MARY E. KOHL.

82 Fine Chicks.

Ariel, Pa.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the 100-egg Wooden Hen was 82 fine chicks from 88 fertile eggs.

Yours truly, E. E. LESHER.

139 Pips from First Hatch.

Chambersburg, Pa.

Dear Sir: I am well satisfied with the result of my first hatch with the Excelsior Incubator. I placed 196 eggs in the machine, 19 of which were not fertile, and of the balance I had 139 pips to put in the brooder.

Respectfully, REV. B. G. HUBER.

Regulates Itself Perfectly.

Erie, Pa.

Mr. Stahl: Have just finished my second hatch with the Excelsior Incubator; got 65 nice, healthy chicks out of 100 untested eggs. Run the machine in the cellar and the moisture was natural; it regulates itself perfectly. Am well pleased.

Very truly yours,
ARNOLA SCHELOSKE.

73 Chicks From 83 Eggs.

Spring Forge, Pa.

Mr. Stahl—Dear Sir: Wish to let you know that I am well pleased with my Excelsior Incubator. It hatched 73 strong, healthy chicks from 83 eggs. Now want a larger machine. Very truly yours,

J. A. HARTMAN.

97 Chickens From 100 Eggs.

Pittsburg, Pa.

Dear Sir: I have been very successful with the Excelsior Incubator that I run for John Scott, hatching 97 chicks from 100 eggs. Now want to buy a machine for myself.

340 Second Ave.

A. C. SCOTT.

Hatched 90 Per Cent of Fertile Eggs.

Mansfield, Pa.

Sir: I have had very good success with the Excelsior Incubator purchased last season, hatching 89 and 90 per cent of the fertile eggs. Would like very much to become your agent in this locality, and exhibit your machines at our county fair.

Very truly yours,

Box 593.

FRED. W. STRAIT.

Has Not Varied One Degree.

Chester, Pa.

Mr. G. Stahl—Your Excelsior Incubator is all that you claim it to be. Got 181 chicks out of 184 fertile eggs. The machine has not lost a degree since I started it. A good many visitors have seen it and the first thing they say is: "What a fine piece of machinery?" Expect you will sell quite a number in this vicinity.

Yours,

Box 352.

J. F. SNYDER.

First Trial.

Beaver Falls, Pa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first trial with the Excelsior Incubator, bought second hand, was 79 fine, large, healthy chicks.

Yours respectfully,

1833 Third Ave.

W. H. GRAHAM.

80 and 82 Per Cent.

Apollo, Pa.

Dear Sir: I have had two hatches from the incubator bought of you last spring. The first one was 80 per cent and the second 82 per cent. Think that is doing very well.

Yours respectfully,

HARRY JACKSON.

Hatched Turkeys.

Farmers' Valley, Pa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have been quite successful with the Wooden Hen bought from you some years ago, and now want a larger machine. Last year I put turkey eggs in the Wooden Hen and hatched every one, and I raised them by hand, the same as I have chicks.

Respectfully yours,

MISS EMMA ROEDER.

Brooder Works to Perfection.

Swift Water, Pa.

Geo. H. Stahl—The incubator I got of you last spring did all you claimed it to do. I had 121 eggs in it the first hatch and got 110 nice, healthy chicks. The brooder works to perfection. I want another 200-egg incubator and brooder soon.

PHILLIP HELLER.

475 Chicks from 575 Eggs.

Coburn, Pa.

Dear Sir: Wish to let you know that the incubator you sold my brother last spring is entirely satisfactory. Out of three sittings of 575 eggs I now have 475 chicks. Expect to sell several machines this season.

Yours truly,

W. A. HARTER.

Little Attention.

Donaldson, Pa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I take pleasure in reporting that I have had good hatches with the incubator I bought of you last winter. I had never seen an incubator before and my employment keeps me from home all day and part of the night; hence the machine did not have much attention. Very truly yours,

JACOB CRONE.

Like the Excelsior Best.

Philadelphia, Pa.

Geo. H. Stahl—Dear Sir: Two years ago we bought one of your Excelsior Incubators. Our hatches have been very successful. We have other incubators in our hennery, but like the Excelsior best.

Respectfully yours,

ATWOOD L. WARDELL,

Editor Banner and Herald.

70 Per Cent First Trial.

York Pa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I received the Wooden Hen and Hen Brooder in good order, and succeeded in hatching 70 per cent on first trial. I am pleased with the outfit. Yours truly, C. A. REICHLE.

Still Doing Good Work.

Wilkesburgh, Pa.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My machine is still doing good work. To-day it hatched 194 chicks from 206 eggs. Very truly yours, F. C. LANDWEHR.

RHODE ISLAND.

Used the Excelsior for Six Years.

Foster, R. I.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: We have used your incubator for six years, and it is all that you claim it to be. Very truly yours, ALLEN A. HOPKINS.

Grow Nicely.

Greene, R. I.

Mr. Stahl—Sir: Have just finished the third hatch this spring. The first hatch was 64 per cent, the second 68 per cent and the third 90 per cent. The chicks are doing nicely. They are healthy and grow the best of any I ever had. There have been several here to look at my incubator and inquired the price, after seeing how nicely the chicks looked. Respectfully, JOHN BROWN.

170 Lovely Chicks.

Providence, R. I.

Mr. Geo. Stahl—I started my machine with 200 eggs, and the result was 170 handsome chicks and they are doing nicely. Yours truly, J. H. WILSON.

SOUTH CAROLINA.

Would Not Do Without It.

Aiken, S. C.

Geo. H. Stahl, Quincy, Ill.—Am very much pleased with the Excelsior Incubator I bought of you some time ago; would not do without it. Enclose price for a new thermometer.

Yours respectfully,

Lock Box 95.

MRS. J. F. WESSELS.

Good Success.

Eulonia, S. C.

We got from our first hatch 102 chicks from 125 good eggs. We think that good.

Yours truly,

S. N. DAVIS & CO.

Chicks, Ducks and Turkeys.

Wedgefield, S. C.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have been very successful in hatching chickens, ducks and turkeys in the Wooden Hen. I now want a 400-egg machine.

Very truly yours,

MRS. H. R. THOMAS.

Over 90 Per Cent.

Charleston, S. C.

Dear Sir: For the first hatch my machine did splendid. Put in the machine 100 eggs untested, and got 90 strong and healthy chicks.

Respectfully,

GEORGE L. RHODEMAN.

Strong and Vigorous.

Ridge Spring, S. C.

Dear Sir: Bought one of your Excelsior Incubators and Brooders second handed. First time had 175 chicks out of 200 fertile eggs. They are six days old and only four dead, two of them killed; they are strong, fine and vigorous.

Yours truly,

MRS. FANNIE BROOKER.

SOUTH DAKOTA.

Well Pleased.

Meckling, S. Dak.

Mr. Stahl—We are well pleased with the incubator and our first hatch came off last week. Had 60 per cent of untested eggs.

Respectfully,

M. L. MIKKELSON.

Fine Luck.

Sioux Falls, S. Dak.

Mr. Geo. H. Stahl—Have had fine luck with the Excelsior Incubator bought of you. Out of the entire lot of chicks hatched have only lost two.

514 Nesmith Ave.

Very truly yours,

W. R. POOR.

Chicken Factory a "Dandy."

Wilmot, S. Dak.

Mr. G. H. Stahl, Quincy, Ill.—Dear Sir: The Simplex-Excelsior Incubator and Brooder Combined came in first class shape, and is a dandy. Our first hatch was 100 as lively little chicks as you ever saw. I am well satisfied for I had never seen an incubator before.

Yours for success,

WM. BABB.

Given Entire Satisfaction.

Watertown, S. Dak.

G. H. Stahl—Sir: I desire to say that the Excelsior Incubator purchased of you this spring has given entire satisfaction. Out of 135 eggs 100 chickens were hatched. Would have done better had the machine been handled properly. Considering this was the first hatch, we did remarkably well.

Yours respectfully,

BURT FUDLER.

Well Pleased.

Davis, S. Dak.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I just took out 100 chicks from about 120 eggs placed in the Wooden Hen. I am well pleased with my machine.

Respectfully,

DR. A. B. SAGE.

TENNESSEE.

Hatched 80 Per Cent Both Times.

McKenzie, Tenn.

Geo. H. Stahl, Quincy, Ill.—The first hatch with one of your No. 2 Excelsior Incubators was 80 per cent of the fertile eggs, and the second was 80 per cent of all the eggs. How will that do for a beginner who had never seen an incubator before? Do you want an agent here?

Respectfully,

MRS. G. B. HARRIS.

A Good November Hatch.

Nashville, Tenn.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have to-day 119 fine, healthy little chicks out of 145 eggs placed in the Excelsior Incubator. This is pretty good for November.

Yours very truly,

JOHN KELLNER.

Hatched Every Fertile Egg.

Knoxville, Tenn.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am well pleased with the Wooden Hen. It hatched every fertile egg the first time. I heated the Hen by gas as it saved time.

Yours for success,

E. E. CARTER.

75 Per Cent the First Time.

Memphis, Tenn.

Geo. H. Stahl—I wish to inform you of my first experience with the Excelsior Incubator. My first hatch came out to-day; hatched 75 per cent, which I think is splendid.

Yours truly,

ROBT. THOMPSON & CO.

TEXAS.

114 Fine Chicks—Well Pleased.

Fruitland, Tex.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I set the 200-egg Excelsior Incubator on July 13th, with 196 untested eggs. On Aug. 3d I had 114 fine chicks. Am well pleased.

Very truly yours,

S. P. DENTON.

1,100 Chicks in Three Sitzings.

Elm View, Tex.

Mr. Geo. H. Stahl—Dear Sir: We set your 400-egg size Perfected Excelsior Incubator three times, and it hatched 1,100 chicks, which I think did very well for a beginner.

Yours truly,

HELENE SPERRY.

Excelsior Is All Right.

Bartlett, Tex.

Geo. H. Stahl—The Excelsior Incubator is all right in every way. I hatched 94 chicks out of 100 eggs; would not use any other machine.

Very truly yours,

T. P. ROBINSON,

More Than Satisfied.

Cleburne, Tex.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am well satisfied with the Simplex-Excelsior Incubator and Brooder Combined. I have 110 good, strong birds out of a lot of untested eggs. I filled the machine simply to try it and am more than satisfied.

Respectfully, CHAS. E. ANDREWS.

Perfectly Satisfied.

Dallas, Tex.

Dear Sir: The incubator and brooder were received in good condition. We started with 198 eggs, tested out 29, and from 168 eggs we thought fertile we got 143 healthy, strong chicks. We are perfectly satisfied with the results. The expense of the hatch was only 50c for coal oil.

Very truly yours,

F. VON BRIXEN & C. J. WAGNER.

Good Hatch From Store Eggs.

Grapevine, Tex.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch is just out, and from 64 eggs I got 52 chicks. This I think good for the first trial, and in January. Part of the the eggs were from the store.

Yours truly, M. K. LITTLE.

75 Per Cent Second Time.

Austin, Texas.

Dear Sir: It is with pleasure I write to you of my second hatch with the Excelsior Incubator. The first hatch did not amount to much, but it was no fault of the machine. My second hatch was 75 per cent and the chicks are fine, strong ones. The brooder is perfect and all that can be desired.

Yours truly,

307 W. 5th St.

GEORGE FIEGEL, JR.

For My Wife.

Trinity, Texas.

Mr. G. Stahl—Sir: The incubator and brooder reached me the day before Christmas and made a fine present for my wife. She has had entire control of it and is delighted. She tried it with 130 eggs, and after testing had only 91 fertile eggs, and in 20 days we had 70 chicks, which are growing right along in the brooder. She expects to do even better next time.

Yours truly,

JAS. A. LOVEJOY.

Little Gems.

Lockhart, Texas.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Your Wooden Hen and Hen Brooder are little gems. Being simply constructed they are easily and successfully managed.

Yours respectfully,

MRS. KATE NIX.

UTAH.

How Is This For Utah?

Salt Lake City, Utah.

Geo. H. Stahl, Esq., Quincy, Ill.—Dear Sir: My last hatch with the Simplex-Excelsior Incubator and Brooder combined brought me 136 fine chicks out of 140 fertile eggs.

Yours truly,

136 So. 5th West St.

WM. A. HILTON.

179 Chicks From 196 Eggs.

Provo City, Utah.

Geo. H. Stahl—I have just completed another hatch with my Excelsior Incubator, and have about 179 fine chicks out of 196 eggs. I have recommended your machines very highly to my neighbors, and would like to have a supply of catalogues to give to them. You surely will sell a lot of machines in this neighborhood.

Respectfully,

THOS. BARRET.

Works to Perfection.

Brigham City, Utah.

Mr. Geo. Stahl—It is nearly a year since I bought an Excelsior Incubator. Am well pleased with it, as it works to perfection, doing more satisfactory work than hens, and is ready at all times.

Yours,

GEO. VICTOR.

VERMONT.

Well Satisfied.

Rutland, Vt.

Sir: The last hatch I got 65 per cent of fine-looking chicks, with which I am well satisfied. The chicks of the first two hatches are doing well.

Respectfully,

F. W. GOULD.

90 7-10 Per Cent.

Pittsford, Vt.

Geo. H. Stahl.—The Excelsior Incubator purchased of you hatched 90 7-10 per cent of the fertile eggs. The brooder took care of the chicks nicely. It is a wonderful improvement on the hen method. Expect to do better next time. It will be a pleasure to speak a good word for your machine whenever I can.

ALBERT MEAD.

VIRGINIA.

90 Per Cent of Untested Eggs.

Roanoke, Va.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have made a hatch with the Simplex-Excelsior Incubator and Brooder Combined, and got 90 per cent out of untested eggs. We are much pleased with the outfit in all respects.

1611 Patterson Ave.

MRS. J. S. YODER.

Like Stale Egg, "Hard to Beat."

Strasburg, Va.

Geo. H. Stahl.—You can have the pleasure of using my name as much as you please, as I hatched 167 nice chicks out of 200 untested eggs, with a second-hand machine, which I think is pretty hard to beat.

Truly yours,

J. S. VEACH.

140 Chicks from 200 Eggs.

Meadow Mills, Fred Co., Va.

Dear Sir.—Have had two sittings with my machine. My first hatch was about 140 out of 200 eggs, and the next will come out next Monday. Like my brooder very much, as it beats the hens all to pieces.

Hastily,

MRS. MAUDE E. MELTON.

27 Strong, Healthy Chicks.

Richmond, Va.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: My first hatch with the Wooden Hen was 27 strong, healthy chicks out of 37 eggs. I think it would have hatched all fertile eggs if I had followed directions closer.

Yours truly,

JAMES M. HAYES.

WASHINGTON.

180 Chicks Last Hatch.

Walla Walla, Wash.

Geo. H. Stahl—Sir: I have had three successful hatches with the incubator bought of you last year. My first hatch was 155 chicks; second, 165, and the third was 186, and all are doing nicely.

JAMES L. GRIFFIN.

Nine Years Old.

Roy, Wash.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I recently bought an old 1891 Excelsior Incubator, and it hatched 94 strong chicks from 108 eggs.

Very truly yours,

GEO. W. ARNOTT.

Brooder Takes Good Care of Them.

Lake View, Wash.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Our Wooden Hen, bought a year ago, does splendid work. Out of 86 fertile eggs I raised 84 good, healthy chicks. The brooder takes good care of them.

Yours truly,

R. WOODMANSEE.

Beat the Old Hen.

Diamond, Wash.

Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have 170 strong chicks from about 200 eggs, and which were hatched in an incubator of the 1897 pattern, which I brought with me from Connecticut. My neighbors are much interested in the machine, and say the results beat the old hen all to pieces.

Respectfully yours, ARTHUR R. SWIFT.

WISCONSIN.

Three Times in Succession.

Pepin, Wis.

G. H. Stahl, Quincy, Ill.—Dear Sir: While residing in Victoria, Miss., Mr. Alex. Harris loaned me his Excelsior Incubator, and we hatched 85 per cent three times in succession.

REV. R. G. SHEPHERD.

Another Good Hatch.

Pickett, Wis.
Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have just had another good hatch with the Wooden Hen, for it hatched 75 per cent of all fertile eggs this time.

Yours truly, J. A. ANKLAM, JR.

Hatches Every Fertile Egg.

Theresa, Wis.
Geo. Stahl.—Your Excelsior Incubator is a dandy. It is absolutely self-regulating, and the simplest machine I ever saw. I can run the machine to perfection and hatch every fertile egg.
FRANK J. SCHUSTER.

140 Barred Plymouth Rocks.

Sawyer, Wis.
Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: Our first hatch with the Excelsior Incubator was 140 fine Barred Plymouth Rock chicks from 185 eggs. The eggs commenced to hatch during a severe thunder storm, which I think prevented at least 20 more chicks from coming out.
Respectfully yours, MRS. JNO. R. THOMAS.

WEST VIRGINIA.

Ten Degrees Below Zero Never Touched It.

Pleasant Valley, W. Va.
Geo. H. Stahl.—Am well pleased with the Excelsior Incubator, as it works perfectly. I hatched a little over 72 per cent of the fertile eggs during December, when it stood ten degrees below zero, but the incubator stood at 103 all the same. Thanking you for past favors, I am,
Marshall Co. Yours truly, H. L. JONES.

Very Well Satisfied.

Greenville, W. Va.
Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am very well pleased with the Excelsior Incubator, for my first hatch was 75 chicks from a lot of untested eggs.
Yours truly, J. F. SHANKLIN.

WYOMING.

Can Depend Upon It.

Cheyenne, Wyo.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I am glad to be able to write you that I have had good hatches with the Wooden Hen bought over a year ago. My last hatch was 22 nice chicks. At the same time I set two hens, one with 15 eggs and the other with 11 eggs, and from both only got 6 chicks. We are much pleased with the Wooden Hen because we can depend upon it. Respectfully,

2314 Capitol Ave. MRS. AUGUSTA WRIGHT.

CANADA.

Excelsior Is All Right.

Maxwelton, N. S., Can.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I have made another very good hatch. Out of 144 eggs I got 125 fine strong chicks. The "Excelsior" is all right.

Very truly yours, W. A. HILLS.

CUBA.

76 Chicks From 86 Eggs.

Primonar, Cuba.

Mr. Geo. H. Stahl, Quincy, Ill., U. S. A.—Dear Sir: I have the pleasure of remitting my experience with your magnificent incubator. My machine is 500-egg capacity, and for the purpose of securing some practice and becoming acquainted with it I set it with 100 eggs. The result was 76 chicks from 86 fertile eggs. I have set it again with 500 eggs and will report. You can, if you wish, use my name in reference to your excellent machine.

Yours truly, EDWARD P. BOOTH.

34 Chicks From 38 Eggs.

Terreon, Mexico.

Mr. Geo. H. Stahl, Quincy, Ill.—Dear Sir: I had very good success with the Wooden Hen. Out of 38 eggs I raised 34 chicks. Yours truly,

MRS. A. L. GARDNER.

INDEX.

	PAGE		PAGE
Advantages of Incubator.....	6	Egg Chamber.....	30
Advantages of Artificial Hatch'g	7	Every Part May be Examined	31
Aluminum Metal.....	19	Egg Carrier, Farmer's Handy.....	107
Best Place.....	34	Egg Boxes, Costello.....	109
Best Size.....	35	Eggs Overheated.....	32
Book of Plans.....	121	Egg Food, Excelsior.....	79
Book of Diseases of Poultry.....	121	Eggs Chilled.....	34
Brooders—Apartment.....	50	Egg Holder, Excelsior.....	102
Electric.....	54	Egg Opener, Excelsior.....	102
New Excelsior.....	49	Egg Timer, Revolving	102
Brooder, Nature's Method.....	46	Excelsior Electric Hen	53
Brooder Must be Portable	48	Finish.....	16
Brooders, Description of	42	Factory—Illustrations:	
Brooder, Guarantee.....	51	Construction Room.....	75
Burner.....	30	Dry Kiln.....	73
Colored Plates:		Finishing Room.....	77
No. 1—Standard Excelsior.....	17	Machinery Room.....	73
No. 2—Standard Excelsior.....	21	Shipping Room.....	77
No. 3—Standard Excelsior.....	25	Tank Room.....	75
No. 4—Standard Excelsior.....	29	Feed Cooker and Heater.....	116
No. 6—Standard Excelsior.....	33	Feeders—Excelsior	100
Simplex Excelsior and Brooder.....	37	Model.....	100
Perfected Excelsior No. 2.....	48½	Feeding Trays, Royal.....	101
Wooden Hen.....	39-41	Greeting.....	4
Hen Brooder.....	43	Good Sign.....	67-68
New Excelsior Brooder.....	45	Grinding Mills.....	80-90
Excelsior Apartment Brooder.....	47	Ground Bone Meal.....	82
Developing Chick.....	64	Ground Oyster Shells.....	82
Guarantee.....	8	Gape Worm Extractor.....	104
Copyright Notice.....	3	Hare Marker, Excelsior	105
Copied After and Imitated.....	11	Heating.....	18
Corn Sheller and Separator.....	92	Heat.....	18
Chimney.....	30	Heater.....	19
Caponizing Instruments.....	106	Hatching, Success of.....	34
Clover Cutters—The Gem.....	91	Hatching, Cost of.....	34
Trobridge.....	92	Hot Water Apparatus.....	178-119
Coops, Exhibition.....	83	How to Turn the Eggs.....	26
Deciding Which Incubator to Buy.....	12	Incubators:	
Drinking Fountains—Simplex.....	98	Excelsior Infant Nursery(illus.).....	55
Patent Stoneware.....	99	Excelsior Electric Hen(illus.).....	52-54
Excelsior.....	98	Simplex-Excelsior	36
Self-Acting.....	99	Imitation Universally Conceded.....	10
Early Bird Catches the Worm.....	7	Imitation the Sincerest Flattery.....	58
Excelsior Inc., When Introduced.....	9	Insulation of Heat.....	15
Excelsior Sold on Its Merits.....	11	Infringement of Patents.....	60
Egg Cases, North Star.....	108	Law Pertaining to	60
Egg Testers—Gem.....	97	Insect Powder.....	93
Ideal.....	96	Interesting Information.....	62-63-64-65
Excelsior.....	96	Killing Knife, Poultry.....	104
Utility.....	97	Kid Farm.....	61
Eggs—Turning of.....	26	Linden Will Not Warp or Crack.....	13
How to Turn.....	27	Lamp.....	30
Egg Tray of the Excelsiors.....	27	Leg Bands.....	105
Double.....	27		

	PAGE
Mineral Wool.....	14
Mode of Hatching.....	16
Many Incubators, Regulation of.....	23
Moisture Supply.....	24
Metal Truck Wheels.....	115
Moisture Supplied and How.....	24
Moisture Gauge, Gem.....	85
Moisture Gauge and Hygrometer.....	84
Management.....	31
Model Building.....	70-76
My Record.....	5

Nothing Mysterious About It.....	32
Notice.....	56
Nothing Succeeds Like Success.....	60
New Excelsior Factory.....	66
Nest Eggs—Japanese Gourd.....	101
China.....	101
Nests for Hens—Automatic.....	110
Wire.....	111
Nursery.....	28

Offices (illustrated):	
Experimental Department.....	71
Main Office.....	69
Manager's Office.....	69
Mailing Department.....	71
Newspaper Checking Dept.....	71
Private Office.....	69
Stationery Department.....	71
Typewriting Department.....	69

Poultry Supplies.....	79-119
Poultry Food, Spratt's Patent.....	81
Poultry Marker.....	105
Poultry Books.....	120-121
Paneled Tops.....	13

	PAGE
Regulator.....	20
Roup Cure, Excelsior.....	80
Raising Chicks Without Hens.....	6
Roofing Paper—Neponset.....	94
Emerald Prepared.....	95

Simplex-Excelsior Incubator and Brooder Combined.....	36
Such Brooders.....	48
Sprayers—Excelsior.....	113
Knapsack.....	112

Spray Cart, Excelsior.....	114
Sieve, The Rattler.....	117
Syringe, Excelsior Roup.....	80

To Whom it May Concern.....	59
Truly Yours.....	2
Tank.....	19
Thermostat.....	22
Terms.....	56-57
Thermometer, Electric Alarm.....	103
Thermometer, Tested.....	31, 103
Testimonial Introductory.....	122-123
Turning the Eggs.....	26

Very Singular Fact.....	10
Ventilating Regulator.....	20
Ventilation.....	23

When a Good Machine is Used.....	8
Workmanship.....	12
Warrant.....	8
Wire Netting, Excel. Galvanized.....	104
Wheels, Metal.....	115
Wooden Hen.....	40

TESTIMONIALS.

FROM—	PAGE
Alabama.....	124-125
Arizona.....	126
Arkansas.....	126-127
California.....	127-129
Colorado.....	129-131
Connecticut.....	131-133
Delaware.....	133
Dist. of Columbia.....	133
Florida.....	133-134
Georgia.....	135-138
Idaho.....	138
Illinois.....	138-146
Indiana.....	146-149
Indian Territory.....	149-150
Iowa.....	150-156
Kansas.....	156-159
Kentucky.....	159-161

FROM—	PAGE
Louisiana.....	161-162
Maine.....	162-163
Maryland.....	164-165
Massachusetts.....	166-168
Michigan.....	168-172
Minnesota.....	172-175
Mississippi.....	176-177
Missouri.....	177-179
Montana.....	179-180
Nebraska.....	180-181
New Jersey.....	181-182
New Hampshire.....	182-183
Nevada.....	183-184
New Mexico.....	184
New York.....	184-186
North Carolina.....	187-188
North Dakota.....	188-189
Ohio.....	189-192

FROM—	PAGE
Oklahoma.....	192-193
Oregon.....	193
Pennsylvania.....	194-197
Rhode Island.....	197
South Carolina.....	198
South Dakota.....	198-199
Tennessee.....	199-200
Texas.....	200-202
Utah.....	202
Vermont.....	202-203
Virginia.....	203
Washington.....	204
Wisconsin.....	204-205
West Virginia.....	205
Wyoming.....	206
Canada.....	206
Cuba.....	206

Form 4091-S.

If Not Called for in 5 Days, Return to

GEO. H. STAHL,

QUINCY, ILL.





OFFICE & FACTORY
114 TO 122 6TH AVE. SOUTH.